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Laventhol & Horwath
Certified Public Accountants

NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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JUNE 1989 COMPARED WITH JUNE 1988

OCCUPANCIES CONTINUE TO RISE RATES MODERATE

In the U.S. lodging industry, the national occupancy rate for the month of June rose to 72.1 percent, 2.0 percent above June 1988 levels. With the exception of properties located in the Northeast and to a lesser extent, center city operations, most segments of the industry reported healthy demand growth in June. The falling occupancy rates of the Northeast region have become very noticeable. For the first half of 1989, occupancies for this particular region declined 3.7 percent. The situation has become especially evident in the New England and Middle Atlantic areas. Continuing this downward trend, these divisions of the nation have had decreasing occupancies of 4.6 and 3.4, respectively, for the month of June. On a year-to-date analysis, their occupancies stand at negative rates of 6.2 and 4.2, respectively.

Moderate increases in total revenues were achieved by properties in virtually every region and location. A 5.7 percent rise in room sales together with 2.6 percent increase in food and beverage sales and a 8.2 percent jump in revenues from other sources combined increased total sales 1.8 percent when compared to the same month last year. Revenues increased a modest 5.1 percent during the month of June. Room sales per occupied room increased only 2.3 percent to $71.61, but rose 3.8 percent when compared on a year-to-date basis.

Food & Beverage operations showed only a 0.9 percent increase in the number of covers served the first half of 1989. Average receipt per cover stands at $12.20, up from $11.97 the previous year. Year-to-date receipt per cover is $12.43. Simultaneously, food and beverage sales increased 2.6 percent this month and 4.7 percent for the first six months of this year. Sales per occupied room stands at $42.00, up from $41.52 the previous year. Year-to-date food and beverage sales per occupied room reports at $45.58.

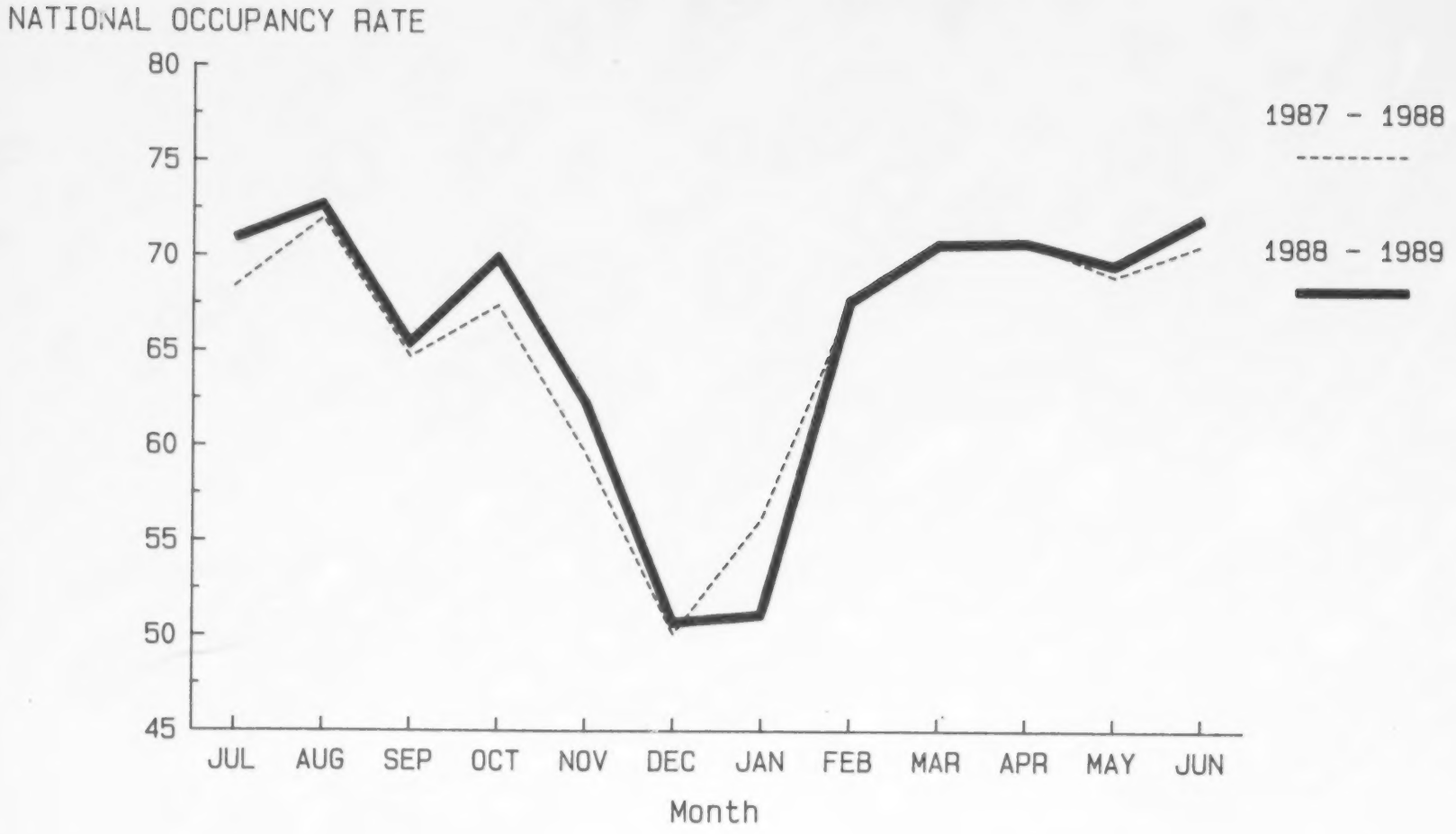
SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	66.7%	-0.6%
AFFILIATION:		
Chain	66.9	-0.7
Independent	68.1	5.7
CENSUS REGION:		
Northeast	72.9	2.0
North Central	60.1	-3.4
South	68.6	-0.9
West	65.1	3.5
CENSUS DIVISION:		
New England	64.4	-3.2
Middle Atlantic	76.7	2.7
South Atlantic	74.2	3.9
East North Central	62.2	-3.0
East South Central	**	**
West North Central	57.2	-0.9
West South Central	60.4	-4.3
Mountain	59.7	5.1
Pacific	67.5	0.3
LOCATION:		
Center City	65.6	-3.4
Suburban	64.3	0.8
Airport	73.4	5.8
Highway	64.1	-4.2
Resort	73.3	5.0
SIZE:		
Under 150 rooms	63.6	-2.6
150 to 299 rooms	63.7	-0.8
300 to 600 rooms	67.4	-1.3
Over 600 rooms	75.6	5.9
TYPE:		
Hotel	67.4	1.2
Motor Hotel	67.0	0.2
Economy	68.0	-0.3

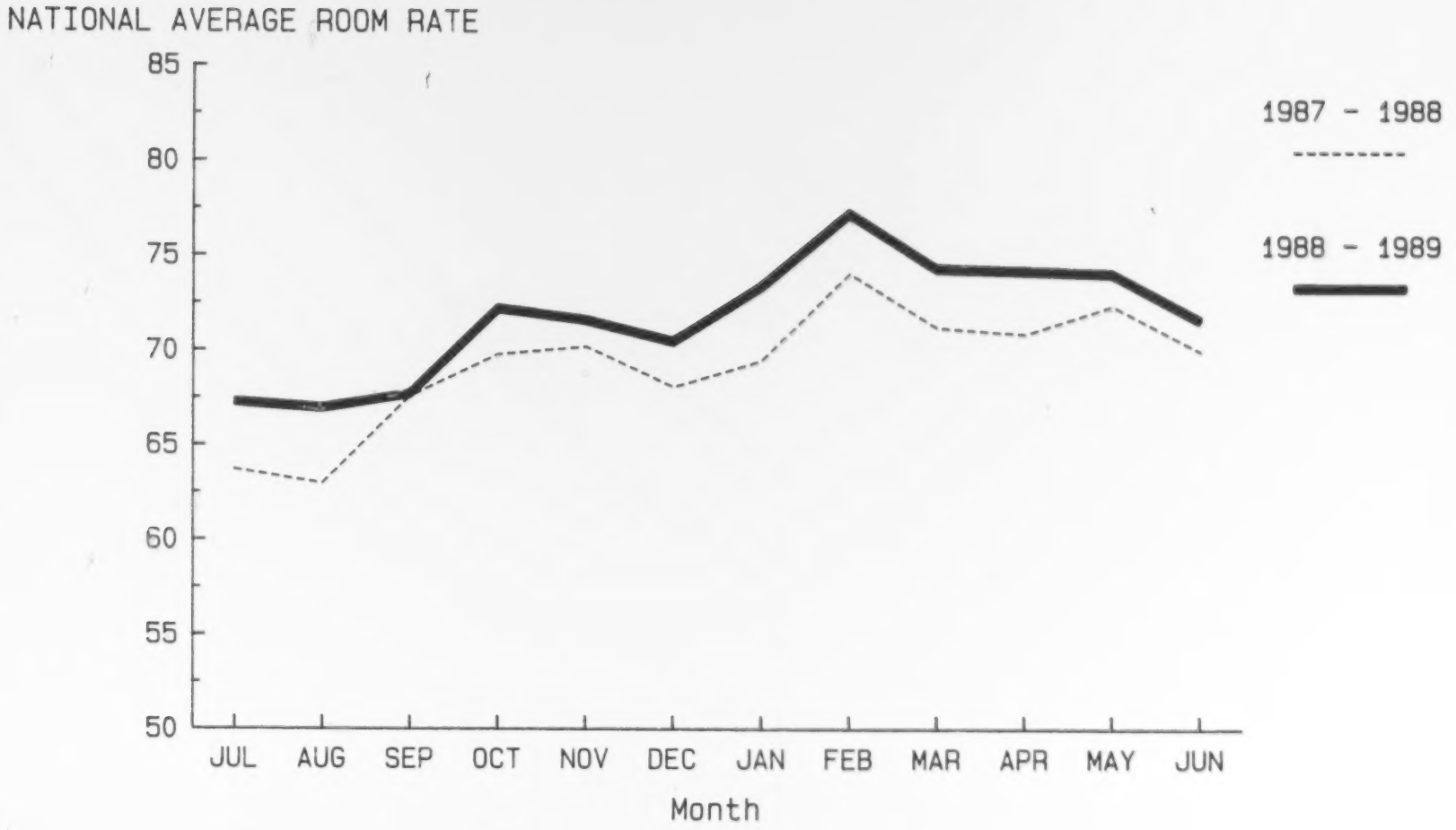
* FROM PREVIOUS MONTH
** INSUFFICIENT RESPONSE

Mark Lomanno, Director
Myra Nyz, Consultant
Research Division

NATIONAL OCCUPANCY RATE
JULY 1987 -JUNE 1988
JULY 1988 - JUNE 1989



NATIONAL AVERAGE ROOM RATE
JULY 1987 -JUNE 1988
JULY 1988 - JUNE 1989



ROOMS REPORT - JUNE 1989 COMPARED WITH JUNE 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	72.1	70.7	70.1	69.2	$ 71.61	$ 69.97	$ 47.66	$ 46.58	$ 17.84	$ 17.21	20.6	20.4
CENSUS REGION:												
Northeast	77.8	80.8	46.2	47.4	$112.30	$107.99	$ 81.14	$ 76.81	$ 24.86	$ 23.02	20.9	20.2
North Central	68.0	67.0	44.3	44.2	58.70	57.09	42.41	41.17	12.45	12.05	20.7	20.5
South	72.2	69.0	92.3	92.3	59.92	57.47	34.68	33.47	14.16	14.14	19.9	20.4
West	68.6	67.5	64.5	61.0	65.85	65.27	46.31	45.95	14.88	13.93	22.5	22.1
CENSUS DIVISION:												
New England	72.3	75.8	48.1	43.3	$ 89.19	$ 88.80	$ 60.48	$ 62.09	$ 18.57	$ 17.85	19.1	18.6
Middle Atlantic	80.5	83.3	45.9	48.2	122.57	116.51	85.09	79.44	26.49	24.34	21.3	20.6
South Atlantic	76.0	71.2	107.9	108.1	61.27	58.77	32.84	31.75	14.83	15.28	20.3	21.3
East North Central	69.8	68.9	44.5	43.7	60.00	58.51	43.10	42.36	12.29	11.78	19.7	19.4
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	65.2	64.1	43.7	45.4	56.56	54.73	40.69	38.26	12.88	12.77	23.8	24.1
West South Central	64.4	64.5	48.5	52.1	56.68	54.60	41.96	39.46	12.35	11.39	18.7	17.9
Mountain	63.6	63.3	47.7	39.1	50.57	52.48	29.76	31.48	15.31	14.54	32.0	30.3
Pacific	71.5	70.2	69.9	62.7	73.68	72.93	47.52	46.91	14.78	13.79	21.0	20.7
AFFILIATION:												
Chain	72.0	71.1	67.9	65.4	$ 70.67	$ 68.86	$ 48.01	$ 47.09	$ 17.72	$ 16.93	20.4	20.1
Independent	72.2	69.2	79.0	85.3	76.33	75.69	46.31	44.69	18.48	18.86	22.0	22.0
LOCATION:												
Center City	70.3	72.4	50.8	53.7	$ 95.15	$ 91.93	$ 68.78	$ 64.45	$ 22.34	$ 20.65	20.7	20.0
Suburban	70.3	68.0	59.5	59.9	60.00	58.33	39.73	38.41	12.82	12.41	19.4	19.6
Airport	71.0	68.0	41.6	43.7	55.59	54.21	44.91	43.34	12.00	11.98	19.7	20.1
Highway	75.7	72.0	104.4	98.3	47.17	46.42	23.88	24.27	10.85	11.35	22.1	21.9
Resort	75.2	71.9	121.6	116.8	77.60	73.23	38.81	37.77	17.94	18.18	21.2	22.6
SIZE:												
Under 150 Rooms	70.3	68.7	70.4	66.9	$ 51.11	$ 49.32	$ 32.09	$ 31.53	$ 14.87	$ 14.22	28.3	28.2
150 - 299 Rooms	68.8	66.5	63.4	62.1	62.03	60.82	40.74	40.25	14.94	14.69	20.1	20.1
300 - 600 Rooms	72.0	70.8	66.8	66.5	76.33	73.68	49.34	47.61	15.93	15.38	19.0	18.8
Over 600 Rooms	78.4	78.5	79.5	79.1	93.89	92.23	57.54	55.96	22.45	21.36	21.1	20.8
TYPE:												
Hotel	71.2	70.4	60.8	61.5	$ 85.12	$ 83.22	$ 57.46	$ 55.65	$ 19.19	$ 18.46	20.3	20.0
Motor Hotel	72.4	70.2	80.6	78.7	47.36	45.90	28.81	28.48	11.13	10.57	21.1	20.2
Economy	76.7	75.5	96.2	102.4	40.80	39.24	21.21	19.77	11.70	11.69	33.3	35.1
All Suites	75.9	73.3	123.7	97.4	81.85	78.64	38.76	41.97	19.53	19.80	20.9	22.2

* Insufficient Response

YEAR TO DATE ROOMS REPORT - AS OF JUNE 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	67.6	67.2	62.0	60.9	$ 74.19	$ 71.45	$ 52.51	$ 50.74	$ 18.33	$ 17.33	20.4	20.2
CENSUS REGION:												
Northeast	68.3	71.7	43.7	42.2	$110.71	$104.74	$ 80.42	$ 76.62	$ 26.41	$ 23.97	22.8	21.9
North Central	59.5	59.9	37.6	38.0	57.00	55.11	42.31	41.16	13.89	13.19	23.6	23.1
South	71.0	68.8	78.7	78.5	68.42	65.07	45.18	43.01	15.31	14.73	17.8	18.0
West	62.7	63.0	54.2	52.5	66.87	65.89	49.08	48.52	14.90	14.06	22.5	21.8
CENSUS DIVISION:												
New England	61.0	65.0	38.9	35.4	$ 83.11	$ 80.11	$ 61.02	$ 59.72	$ 20.22	$ 18.70	22.9	22.3
Middle Atlantic	71.3	74.4	44.6	43.6	120.57	113.59	84.20	79.85	28.04	25.35	22.8	21.9
South Atlantic	75.2	72.9	91.2	91.0	73.02	69.04	45.40	42.87	16.20	15.59	17.6	18.0
East North Central	60.5	61.4	35.4	35.4	58.65	56.26	44.62	43.27	14.14	13.22	23.0	22.4
East South Central	47.4	53.0	16.5	17.1	44.45	45.56	40.52	43.43	*	*	*	*
West North Central	57.6	57.0	42.8	44.4	53.69	52.77	37.07	36.31	13.26	13.09	25.2	25.2
West South Central	62.5	60.6	45.1	45.3	56.85	55.21	44.48	43.52	12.65	12.23	18.2	18.0
Mountain	55.3	54.3	34.7	33.7	51.68	52.10	38.91	40.25	12.17	12.10	22.7	22.1
Pacific	66.7	68.2	56.5	54.7	73.61	72.47	50.09	49.34	15.85	14.79	22.4	21.7
AFFILIATION:												
Chain	67.7	67.4	59.6	57.9	$ 71.41	$ 68.77	$ 51.21	$ 49.69	$ 17.79	$ 16.74	20.6	20.2
Independent	67.0	66.0	72.8	74.5	87.90	84.82	57.75	54.92	21.47	20.85	19.7	20.1
LOCATION:												
Center City	66.0	66.7	48.7	48.0	$ 93.72	$ 89.63	$ 68.23	$ 65.12	$ 22.84	$ 21.26	21.7	21.2
Suburban	64.2	62.7	49.6	48.5	59.43	58.45	41.56	41.15	13.72	13.15	21.4	21.1
Airport	68.5	69.2	35.0	36.6	58.24	56.23	48.50	47.00	13.41	12.79	20.9	20.7
Highway	67.4	66.7	91.0	85.6	47.75	46.52	27.51	27.48	12.25	10.92	22.1	20.1
Resort	73.9	72.1	99.8	100.8	93.46	88.05	54.28	50.99	18.40	17.88	16.3	16.9
SIZE:												
Under 150 Rooms	64.0	63.7	59.5	58.3	$ 51.19	$ 49.25	$ 34.85	$ 33.80	$ 15.35	$ 14.29	27.4	26.7
150 - 299 Rooms	64.9	63.7	55.4	53.9	63.16	61.44	44.34	43.71	15.18	14.65	20.6	20.6
300 - 600 Rooms	68.3	68.1	60.2	60.5	79.01	75.66	54.02	51.66	16.11	15.61	18.5	18.7
Over 600 Rooms	73.8	74.3	70.9	68.7	101.20	96.72	64.44	61.85	23.53	21.63	20.9	20.3
TYPE:												
Hotel	67.7	67.6	54.1	53.5	$ 88.79	$ 85.28	$ 62.80	$ 60.26	$ 19.72	$ 18.68	20.1	20.0
Motor Hotel	66.8	66.2	70.5	67.6	47.37	45.86	30.32	29.96	12.06	10.83	22.3	20.7
Economy	64.7	64.3	85.8	87.9	38.51	37.33	21.95	21.22	12.55	12.23	36.0	36.2
All Suites	73.2	71.4	114.6	111.8	88.49	84.79	44.70	43.52	20.35	19.91	18.8	19.2

* Insufficient Response

TREND REPORT JUNE 1989 COMPARED WITH JUNE 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUN	% CHG	JUN	% CHG	JUN	% CHG	JUN	% CHG
TOTAL	5.1	5.7	2.6	8.2	72.1	2.0	70.1	1.3	$ 71.61	2.3	$ 96.94	1.8
CENSUS REGION:												
Northeast	-0.8	-0.6	-2.3	2.2	77.8	-3.7	46.2	-2.5	$112.30	4.0	$158.25	3.8
North Central	4.4	3.6	6.3	6.3	68.0	1.5	44.3	0.2	58.70	2.8	85.02	3.6
South	7.9	9.1	2.0	14.0	72.2	4.6	92.3	-	59.92	4.3	78.94	3.1
West	11.3	10.7	12.7	23.9	68.6	1.6	64.5	5.7	65.85	0.9	85.72	1.4
CENSUS DIVISION:												
New England	-3.6	-3.9	-1.6	-6.1	72.3	-4.6	48.1	11.1	$ 89.19	0.4	$110.73	0.8
Middle Atlantic	-0.1	0.5	-2.4	2.9	80.5	-3.4	45.9	-4.8	122.57	5.2	179.38	4.6
South Atlantic	10.1	11.9	2.8	15.9	76.0	6.7	107.9	-0.2	61.27	4.3	82.09	2.6
East North Central	3.6	3.1	4.2	6.9	69.8	1.3	44.5	1.8	60.00	2.5	89.25	3.0
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	6.0	4.6	10.9	4.7	65.2	1.7	43.7	-3.7	56.56	3.3	78.08	4.8
West South Central	2.3	2.6	-0.3	7.6	64.4	-0.2	48.5	-6.9	56.68	3.8	71.40	3.5
Mountain	-3.5	-4.3	5.1	29.7	63.6	0.5	47.7	22.0	50.57	-3.6	53.91	-2.8
Pacific	16.1	17.2	13.0	21.7	71.5	1.9	65.9	5.1	73.68	1.0	102.04	0.1
AFFILIATION:												
Chain	5.0	5.7	1.7	8.1	72.0	1.3	67.9	3.8	$ 70.67	2.6	$ 93.44	1.9
Independent	5.6	5.4	5.4	8.4	72.2	4.3	79.0	-7.4	76.33	0.8	114.57	1.0
LOCATION:												
Center City	-0.3	0.2	-2.8	4.2	70.3	-2.9	50.8	-5.4	$ 95.15	3.5	$131.39	3.0
Suburban	7.6	7.3	9.2	7.4	70.3	3.4	59.5	-0.7	60.00	2.9	78.05	3.2
Airport	13.1	15.5	5.9	8.1	71.0	4.4	41.6	-4.8	55.59	2.5	72.78	0.5
Highway	8.3	8.0	9.3	13.5	75.7	5.1	104.4	6.2	47.17	1.6	56.46	1.9
Resort	10.7	11.7	6.9	18.2	75.2	4.6	121.6	4.1	77.60	6.0	113.34	5.1
SIZE:												
Under 150 Rooms	7.2	7.4	6.2	9.3	70.3	2.3	70.4	5.2	$ 51.11	3.6	$ 61.36	3.5
150 - 299 Rooms	6.8	6.6	8.0	4.8	68.8	3.5	63.4	2.1	62.03	2.0	84.01	2.2
300 - 600 Rooms	8.4	8.6	7.2	12.4	72.0	1.7	66.8	0.5	76.33	3.6	106.23	3.4
Over 600 Rooms	-0.3	1.3	-6.7	6.7	78.4	-0.1	79.5	0.5	93.89	1.8	129.36	0.2
TYPE:												
Hotel	4.4	4.8	2.4	8.3	71.2	1.1	60.8	-1.1	$ 85.12	2.3	$120.54	1.9
Motor Hotel	7.7	8.0	5.7	9.5	72.4	3.1	80.6	2.4	47.36	3.2	56.67	2.9
Economy	9.5	9.3	16.9	7.8	76.7	1.6	96.2	-6.1	40.80	4.0	42.44	4.1
All Suites	5.7	7.1	-2.1	5.8	75.9	3.5	123.7	27.0	81.85	4.1	103.85	2.7

* Insufficient Response
\- No Change

YEAR TO DATE TREND REPORT - AS OF JUNE 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUN	% CHG	JUN	% CHG	JUN	% CHG	JUN	% CHG
TOTAL	5.8	5.7	4.7	12.4	67.6	0.6	62.0	1.8	$ 74.19	3.8	$104.96	3.9
CENSUS REGION:												
Northeast	0.9	0.5	0.3	6.7	68.3	-4.7	43.7	3.6	$110.71	5.7	$158.58	6.1
North Central	2.7	2.2	2.6	10.7	59.5	-0.7	37.6	-1.1	57.00	3.4	89.54	3.9
South	8.3	8.3	6.4	16.5	71.0	3.2	78.7	0.3	68.42	5.1	96.15	5.2
West	8.0	8.0	7.8	10.4	62.7	-0.5	54.2	3.2	66.87	1.5	90.51	1.5
CENSUS DIVISION:												
New England	-1.4	-1.8	-0.9	7.9	61.0	-6.2	38.9	9.9	$ 83.11	3.7	$103.71	4.2
Middle Atlantic	1.4	1.1	0.5	6.6	71.3	-4.2	44.6	2.3	120.57	6.1	178.18	6.4
South Atlantic	9.1	9.3	6.5	17.2	75.2	3.2	91.2	0.2	73.02	5.8	104.95	5.5
East North Central	2.5	2.3	1.5	12.2	60.5	-1.5	35.4	-	58.65	4.2	91.97	4.5
East South Central	-10.4	-12.8	-5.1	*	47.4	-10.6	16.5	-3.5	44.45	-2.4	62.04	0.2
West North Central	3.1	2.1	4.7	6.6	57.6	1.1	42.8	-3.6	53.69	1.7	84.68	2.8
West South Central	5.7	5.2	6.2	12.5	62.5	3.1	45.1	-0.4	56.85	3.0	73.86	3.4
Mountain	-0.3	0.6	-6.4	-1.8	55.3	1.8	34.7	3.0	51.68	-0.8	60.28	-1.7
Pacific	10.4	10.6	9.6	18.2	66.7	-2.2	56.5	3.3	73.61	1.6	103.93	1.4
AFFILIATION:												
Chain	5.4	5.5	4.0	11.0	67.7	0.4	59.6	2.9	$ 71.41	3.8	$ 98.20	3.7
Independent	7.2	6.7	6.5	15.9	67.0	1.5	72.8	-2.3	87.90	3.6	138.34	4.2
LOCATION:												
Center City	3.4	3.4	2.3	8.0	66.0	-1.0	48.7	1.5	$ 93.72	4.6	$133.15	4.6
Suburban	5.6	5.3	5.3	13.1	64.2	2.4	49.6	2.3	59.43	1.7	80.74	1.9
Airport	5.9	7.4	0.1	12.6	68.5	-1.0	35.0	-4.4	58.24	3.6	78.19	2.1
Highway	5.1	4.7	5.9	12.9	67.4	1.0	91.0	6.3	47.75	2.6	59.84	3.0
Resort	10.2	9.8	9.0	18.5	73.9	2.5	99.8	-1.0	93.46	6.1	145.22	6.5
SIZE:												
Under 150 Rooms	5.1	5.5	2.5	8.4	64.0	0.5	59.5	2.1	$ 51.19	3.9	$ 62.10	3.5
150 - 299 Rooms	6.1	6.2	5.2	7.7	64.9	1.9	55.4	2.8	63.16	2.8	87.40	2.6
300 - 600 Rooms	6.4	6.1	5.8	14.1	68.3	0.3	60.2	-0.5	79.01	4.4	115.42	4.7
Over 600 Rooms	5.2	5.0	3.5	14.1	73.8	-0.7	70.9	3.2	101.20	4.6	149.32	4.8
TYPE:												
Hotel	5.8	5.5	4.8	13.0	67.7	0.1	54.1	1.1	$ 88.79	4.1	$132.04	4.3
Motor Hotel	5.4	5.6	4.3	8.8	66.8	0.9	70.5	4.3	47.37	3.3	58.24	3.2
Economy	6.8	6.6	11.5	13.9	64.7	0.6	85.8	-2.4	38.51	3.2	39.93	3.4
All Suites	7.2	8.2	1.4	9.7	73.2	2.5	114.6	2.5	88.49	4.4	113.95	3.4

* Insufficient Response
\- No Change

VARIATION REPORT - JUNE 1989 COMPARED WITH JUNE 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.1	5.7	2.6	2.9	1.8	8.2	1.8	2.3	1.2	7.3	4.2	3.7	2.4
CENSUS REGION:													
Northeast	-0.8	-0.6	-2.3	-2.2	-2.5	2.2	3.8	4.0	1.9	6.6	10.3	8.0	8.5
North Central	4.4	3.6	6.3	7.7	1.9	6.3	3.6	2.8	5.2	7.0	3.0	3.3	0.9
South	7.9	9.1	2.0	2.4	0.9	14.0	3.1	4.3	-1.4	9.5	-1.0	0.1	-1.7
West	11.3	10.7	12.7	12.3	13.8	23.9	1.4	0.9	5.5	13.3	5.4	6.8	3.0
CENSUS DIVISION:													
New England	-3.6	-3.9	-1.6	-0.9	-3.3	-6.1	0.8	0.4	2.0	-2.5	4.4	4.0	4.2
Middle Atlantic	-0.1	0.5	-2.4	-2.5	-2.4	2.9	4.6	5.2	1.9	7.4	11.5	8.8	9.1
South Atlantic	10.1	11.9	2.8	3.1	1.9	15.9	2.6	4.3	-3.6	8.1	-3.6	-2.9	-4.6
East North Central	3.6	3.1	4.2	5.6	0.1	6.9	3.0	2.5	1.2	6.8	1.7	4.3	-2.9
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	6.0	4.6	10.9	12.3	6.3	4.7	4.8	3.3	14.7	7.0	6.3	0.9	10.3
West South Central	2.3	2.6	-0.3	0.3	-2.1	7.6	3.5	3.8	3.3	10.8	5.2	8.4	5.3
Mountain	-3.5	-4.3	5.1	12.0	-12.2	29.7	-2.8	-3.6	-0.2	20.2	5.6	5.3	5.7
Pacific	16.1	17.2	13.0	12.3	15.5	21.7	0.1	1.0	5.7	10.8	5.3	7.2	2.3
AFFILIATION:													
Chain	5.0	5.7	1.7	2.0	0.9	8.1	1.9	2.6	0.8	8.3	5.3	4.7	3.5
Independent	5.6	5.4	5.4	5.7	4.7	8.4	1.0	0.8	1.3	2.9	-1.6	-2.0	-2.8
LOCATION:													
Center City	-0.3	0.2	-2.8	-2.6	-3.4	4.2	3.0	3.5	1.8	9.0	8.7	8.2	6.3
Suburban	7.6	7.3	9.2	9.4	8.5	7.4	3.2	2.9	1.6	3.0	5.6	3.3	1.0
Airport	13.1	15.5	5.9	7.3	1.4	8.1	0.5	2.5	2.8	4.7	2.7	0.2	5.5
Highway	8.3	8.0	9.3	11.9	2.3	13.5	1.9	1.6	-3.8	-2.3	-5.9	-4.4	-11.9
Resort	10.7	11.7	6.9	6.5	8.1	18.2	5.1	6.0	1.7	12.3	-2.3	-1.3	-1.9
SIZE:													
Under 150 Rooms	7.2	7.4	6.2	7.3	2.6	9.3	3.5	3.6	3.0	10.7	6.4	4.6	7.8
150 - 299 Rooms	5.8	6.6	8.0	8.5	6.4	4.8	2.2	2.0	4.4	0.7	1.0	1.7	0.2
300 - 600 Rooms	8.4	8.6	7.2	7.3	6.9	12.4	3.4	3.6	4.4	10.0	4.4	3.6	2.4
Over 600 Rooms	-0.3	1.3	-6.7	-6.5	-7.2	6.7	0.2	1.8	-4.8	8.9	5.9	5.1	3.7
TYPE:													
Hotel	4.4	4.8	2.4	2.5	2.1	8.3	1.9	2.3	1.0	7.7	4.6	4.0	2.3
Motor Hotel	7.7	8.0	5.7	7.7	-	9.5	2.9	3.2	4.4	7.9	2.5	5.3	6.3
Economy	9.5	9.3	16.9	13.5	29.5	7.8	4.1	4.0	13.3	6.9	0.5	0.1	*
All Suites	5.7	7.1	-2.1	-1.6	-3.5	5.8	2.7	4.1	-5.1	3.8	1.0	-1.4	-2.1

* Insufficient Response
\- No Change

YEAR TO DATE VARIATION REPORT - AS OF JUNE 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.8	5.7	4.7	5.3	2.7	12.4	3.9	3.8	3.6	11.5	5.6	5.8	3.6
CENSUS REGION:													
Northeast	0.9	0.5	0.3	1.3	-2.6	6.7	6.1	5.7	5.1	12.4	11.4	10.2	8.7
North Central	2.7	2.2	2.6	3.4	-	10.7	3.9	3.4	2.5	10.6	3.1	5.3	1.1
South	8.3	8.3	6.4	6.6	5.8	16.5	5.2	5.1	3.5	12.9	3.3	3.9	1.9
West	8.0	8.0	7.8	9.1	3.9	10.4	1.5	1.5	3.4	2.5	3.2	6.0	1.4
CENSUS DIVISION:													
New England	-1.4	-1.8	-0.9	0.1	-3.7	7.9	4.2	3.7	6.7	16.7	6.3	8.1	8.9
Middle Atlantic	1.4	1.1	0.5	1.5	-2.5	6.6	6.4	6.1	4.9	11.8	12.3	10.6	8.6
South Atlantic	9.1	9.3	6.5	6.5	6.7	17.2	5.5	5.8	3.1	13.4	3.6	3.9	1.6
East North Central	2.5	2.3	1.5	2.2	-0.4	12.2	4.5	4.2	2.2	12.9	3.2	7.0	-0.5
East South Central	-10.4	-12.8	-5.1	-2.9	-14.3	*	0.2	-2.4	4.1	*	*	*	*
West North Central	3.1	2.1	4.7	6.0	0.8	6.6	2.8	1.7	3.2	5.4	2.8	1.3	4.4
West South Central	5.7	5.2	6.2	7.5	2.4	12.5	3.4	3.0	4.4	9.9	1.4	3.4	2.4
Mountain	-0.3	0.6	-6.4	-4.7	-11.2	-1.8	-1.7	-0.8	-9.1	-5.2	1.0	0.6	0.2
Pacific	10.4	10.6	9.6	10.7	5.8	18.2	1.4	1.6	4.8	8.1	4.0	7.2	1.5
AFFILIATION:													
Chain	5.4	5.5	4.0	4.8	1.6	11.0	3.7	3.8	3.1	10.4	5.9	6.3	4.3
Independent	7.2	6.7	6.5	6.8	5.7	15.9	4.2	3.6	4.4	13.4	4.0	3.0	0.7
LOCATION:													
Center City	3.4	3.4	2.3	3.1	-0.1	8.0	4.6	4.6	3.9	9.9	7.2	7.4	5.0
Suburban	5.6	5.3	5.3	6.2	2.6	13.1	1.9	1.7	1.1	11.3	3.9	4.3	3.0
Airport	5.9	7.4	0.1	1.6	-4.2	12.6	2.1	3.6	1.3	11.0	5.4	4.8	6.1
Highway	5.1	4.7	5.9	8.0	0.1	12.9	3.0	2.6	0.8	5.7	3.9	12.2	-5.8
Resort	10.2	9.8	9.0	8.7	9.6	18.5	6.5	6.1	5.4	15.0	4.9	2.9	2.6
SIZE:													
Under 150 Rooms	5.1	5.5	2.5	3.1	0.7	8.4	3.5	3.9	4.4	10.3	8.2	7.4	10.4
150 - 299 Rooms	6.1	6.2	5.2	6.2	2.4	7.7	2.6	2.8	2.8	3.9	2.3	3.6	2.5
300 - 600 Rooms	6.4	6.1	5.8	6.6	3.6	14.1	4.7	4.4	3.3	12.8	2.8	3.2	1.2
Over 600 Rooms	5.2	5.0	3.5	3.9	2.3	14.1	4.8	4.6	4.6	15.4	9.4	8.8	5.8
TYPE:													
Hotel	5.8	5.5	4.8	5.3	3.3	13.0	4.3	4.1	4.1	12.9	6.0	5.6	3.6
Motor Hotel	5.4	5.6	4.3	6.2	-1.0	8.8	3.2	3.3	2.8	6.0	6.6	11.4	6.5
Economy	6.8	6.6	11.5	10.4	15.3	13.9	3.4	3.2	3.7	11.4	3.1	2.6	*
All Suites	7.2	8.2	1.4	2.3	-1.1	9.7	3.4	4.4	-1.4	4.8	1.0	2.2	-0.7

* Insufficient Response
\- No Change

FOOD AND BEVERAGE REPORT - JUNE 1989 COMPARED WITH JUNE 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 42.00	$ 41.52	$ 12.20	$ 11.97	0.30	0.30	0.21	0.22	49.2	48.0	$ 8.13	$ 7.95	0.9
CENSUS REGION:													
Northeast	$ 52.87	$ 51.86	$ 15.49	$ 15.78	0.27	0.26	0.19	0.20	50.9	47.8	$ 10.27	$ 9.81	-2.0
North Central	38.85	36.93	9.80	9.74	0.31	0.32	0.23	0.23	42.8	44.5	5.48	5.80	13.1
South	33.51	34.00	11.19	10.84	0.33	0.34	0.22	0.23	48.8	48.5	7.59	7.39	-2.1
West	49.79	47.19	11.47	10.46	0.32	0.33	0.24	0.26	55.0	54.6	7.63	6.99	3.6
CENSUS DIVISION:													
New England	$ 55.45	$ 54.36	$ 13.83	$ 13.05	0.31	0.31	0.23	0.24	45.8	44.9	$ 8.33	$ 8.27	-5.8
Middle Atlantic	52.39	51.41	15.88	16.44	0.27	0.26	0.19	0.19	51.8	48.3	10.66	10.13	-1.0
South Atlantic	36.27	37.64	12.55	12.35	0.33	0.34	0.22	0.22	48.3	48.0	8.41	8.32	-0.8
East North Central	37.59	37.14	9.23	9.36	0.32	0.33	0.24	0.24	42.4	44.0	5.17	5.59	15.5
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	41.85	36.48	10.91	10.46	0.30	0.32	0.21	0.22	43.7	45.8	6.17	6.24	9.2
West South Central	26.96	26.11	7.70	7.17	0.34	0.34	0.21	0.24	50.3	50.0	5.34	5.02	-4.9
Mountain	20.11	20.15	7.03	7.12	0.34	0.38	0.23	0.25	63.8	64.9	5.59	5.69	23.0
Pacific	53.51	50.64	11.73	10.62	0.32	0.33	0.24	0.26	53.6	53.0	8.10	7.23	2.6
AFFILIATION:													
Chain	$ 38.08	$ 37.78	$ 12.24	$ 12.12	0.30	0.30	0.20	0.21	49.7	47.7	$ 8.27	$ 8.10	1.6
Independent	60.39	59.63	12.06	11.44	0.31	0.33	0.25	0.26	47.5	49.2	7.53	7.32	-1.2
LOCATION:													
Center City	$ 43.61	$ 42.85	$ 13.87	$ 13.95	0.28	0.27	0.20	0.21	53.1	50.7	$ 9.93	$ 9.72	-1.5
Suburban	36.54	35.96	10.74	10.61	0.32	0.33	0.23	0.23	42.3	41.8	6.53	6.56	6.9
Airport	34.00	33.08	10.69	10.47	0.31	0.33	0.22	0.21	46.5	45.5	6.45	6.19	4.2
Highway	31.83	33.08	8.84	8.14	0.33	0.33	0.21	0.25	37.7	37.1	3.99	3.81	2.0
Resort	53.87	52.99	12.67	11.82	0.35	0.36	0.23	0.24	47.7	48.4	7.87	7.52	-1.4
SIZE:													
Under 150 Rooms	$ 49.78	$ 48.33	$ 7.96	$ 7.25	0.37	0.37	0.27	0.26	41.0	41.3	$ 4.08	$ 3.71	-2.6
150 - 299 Rooms	38.11	36.49	10.10	9.81	0.32	0.33	0.23	0.26	45.0	46.3	6.38	6.44	2.8
300 - 600 Rooms	42.73	40.92	13.17	12.62	0.31	0.31	0.22	0.22	46.7	46.3	8.13	8.06	3.4
Over 600 Rooms	43.05	45.24	14.74	15.15	0.28	0.27	0.18	0.18	56.0	51.3	11.37	10.75	-3.6
TYPE:													
Hotel	$ 46.02	$ 45.55	$ 13.36	$ 13.17	0.30	0.30	0.21	0.22	50.0	48.6	$ 9.10	$ 8.89	1.2
Motor Hotel	26.75	25.63	7.09	6.58	0.36	0.37	0.23	0.23	42.4	42.3	3.74	3.61	-0.6
Economy	8.01	7.07	5.15	4.76	0.30	0.31	*	*	*	*	*	*	11.3
All Suites	37.19	39.17	13.24	13.67	0.33	0.32	0.24	0.24	46.9	44.7	8.37	8.27	1.8

* Insufficient Response

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF JUNE 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 45.58	$ 44.00	$ 12.43	$ 11.90	0.31	0.31	0.21	0.21	47.1	47.0	$ 8.04	$ 7.73	0.9
CENSUS REGION:													
Northeast	$ 50.93	$ 48.47	$ 15.99	$ 15.38	0.28	0.28	0.20	0.20	54.6	52.9	$ 11.90	$ 11.11	-3.9
North Central	45.15	44.03	9.66	9.38	0.33	0.33	0.23	0.24	43.2	43.6	5.55	5.39	0.5
South	42.09	40.68	12.14	11.54	0.31	0.31	0.21	0.22	42.9	43.7	7.18	6.98	1.6
West	49.52	47.90	11.39	10.98	0.31	0.32	0.23	0.23	51.6	50.0	7.28	6.84	5.1
CENSUS DIVISION:													
New England	$ 49.56	$ 46.46	$ 12.16	$ 11.54	0.33	0.34	0.22	0.23	54.9	53.8	$ 9.00	$ 8.71	-4.1
Middle Atlantic	51.13	48.76	16.67	16.06	0.28	0.28	0.20	0.20	54.6	52.7	12.39	11.51	-3.8
South Atlantic	46.81	45.42	12.98	12.26	0.31	0.31	0.21	0.21	42.2	42.9	7.52	7.23	0.3
East North Central	43.70	42.78	9.39	9.14	0.33	0.34	0.24	0.24	42.5	43.1	5.42	5.29	-0.7
East South Central	19.12	18.36	*	*	*	*	*	*	*	*	*	*	*
West North Central	48.45	46.94	10.18	9.85	0.32	0.32	0.22	0.23	44.6	44.5	5.80	5.58	2.7
West South Central	29.16	27.93	9.29	8.92	0.32	0.32	0.21	0.22	46.0	47.5	5.99	6.10	6.7
Mountain	33.43	36.79	9.62	9.81	0.33	0.33	0.26	0.25	48.5	44.2	5.98	5.52	-3.2
Pacific	52.14	49.73	11.80	11.11	0.31	0.32	0.23	0.23	52.6	52.3	7.75	7.35	6.1
AFFILIATION:													
Chain	$ 40.08	$ 38.87	$ 12.26	$ 11.75	0.30	0.30	0.21	0.21	47.9	47.2	$ 8.07	$ 7.73	0.8
Independent	72.25	69.20	13.10	12.51	0.32	0.32	0.23	0.23	44.2	46.1	7.89	7.78	1.6
LOCATION:													
Center City	$ 45.12	$ 43.41	$ 14.37	$ 13.86	0.29	0.29	0.21	0.21	53.4	52.9	$ 10.79	$ 10.42	-0.2
Suburban	38.37	37.95	9.53	9.42	0.34	0.33	0.23	0.23	44.7	43.5	5.74	5.60	4.7
Airport	34.00	33.56	10.44	10.11	0.32	0.33	0.22	0.21	46.2	45.1	6.17	5.84	-2.2
Highway	34.79	34.51	9.20	8.59	0.32	0.33	0.23	0.23	36.9	38.0	4.39	4.30	-2.1
Resort	64.05	60.78	13.96	13.03	0.32	0.32	0.22	0.21	40.1	41.0	7.40	7.11	2.4
SIZE:													
Under 150 Rooms	$ 46.16	$ 44.22	$ 9.26	$ 8.61	0.36	0.36	0.26	0.26	44.2	42.9	$ 5.10	$ 4.63	-4.7
150 - 299 Rooms	38.25	37.20	9.86	9.46	0.33	0.34	0.23	0.24	46.2	46.2	6.23	5.98	2.0
300 - 600 Rooms	47.43	45.90	12.72	12.31	0.31	0.31	0.22	0.21	44.4	44.5	7.56	7.49	3.4
Over 600 Rooms	50.34	48.13	15.62	14.83	0.28	0.28	0.19	0.19	50.4	50.2	11.11	10.43	-1.6
TYPE:													
Hotel	$ 50.27	$ 48.31	$ 13.39	$ 12.80	0.30	0.30	0.21	0.21	47.8	47.9	$ 8.83	$ 8.50	0.9
Motor Hotel	27.36	26.61	7.50	7.23	0.35	0.35	0.23	0.23	41.9	40.5	4.23	3.99	1.6
Economy	8.96	8.64	5.44	5.48	*	*	*	*	*	*	*	*	16.1
All Suites	44.96	45.61	14.54	14.00	0.32	0.32	0.25	0.25	42.4	41.8	8.16	7.76	-2.5

* Insufficient Response

TWELVE MONTH ROOMS REPORT - AS OF JUNE 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	66.3	65.3	63.6	62.8	$ 71.17	$ 68.73	$ 49.62	$ 47.97	$ 17.97	$ 17.08	21.1	21.0
CENSUS REGION:												
Northeast	71.3	73.6	46.3	44.4	$111.83	$106.01	$ 79.16	$ 75.94	$ 25.19	$ 23.06	21.5	20.8
North Central	62.1	61.8	40.8	42.1	55.39	53.43	41.05	39.44	15.22	12.87	26.0	22.8
South	66.8	64.4	79.6	79.9	63.49	60.76	41.08	39.14	15.27	15.17	19.5	20.5
West	63.9	63.5	59.0	57.7	65.96	64.42	46.17	45.35	14.90	14.42	22.7	22.8
CENSUS DIVISION:												
New England	64.7	67.9	41.1	40.2	$ 85.93	$ 81.65	$ 62.08	$ 58.84	$ 19.89	$ 18.38	21.8	21.4
Middle Atlantic	73.9	75.8	47.3	45.3	120.76	114.52	82.49	79.35	26.66	24.36	21.5	20.7
South Atlantic	69.4	67.4	91.3	91.9	66.80	63.75	40.87	38.73	16.12	16.09	19.5	20.7
East North Central	62.5	62.7	38.4	39.9	57.08	54.47	43.29	41.02	16.83	13.40	27.4	23.0
East South Central	54.6	57.7	*	*	44.71	44.38	*	*	*	*	*	*
West North Central	61.2	60.3	45.0	46.1	52.34	51.52	37.24	36.70	12.23	11.90	22.8	22.4
West South Central	61.1	57.5	48.5	47.9	55.10	53.16	41.94	40.62	12.86	12.51	19.3	19.5
Mountain	57.9	56.2	49.4	47.9	53.69	52.63	39.30	38.65	14.25	14.48	24.0	25.2
Pacific	67.4	68.2	61.5	60.2	72.09	70.74	47.80	46.97	15.33	14.39	22.0	21.3
AFFILIATION:												
Chain	66.7	65.6	60.8	60.0	$ 68.58	$ 66.45	$ 48.71	$ 47.19	$ 17.30	$ 16.21	21.1	20.5
Independent	64.5	64.1	76.0	75.7	83.76	79.71	53.33	51.15	21.87	21.99	21.5	23.5
LOCATION:												
Center City	66.6	66.1	51.2	50.6	$ 91.90	$ 88.12	$ 65.91	$ 62.94	$ 21.90	$ 20.64	21.2	21.1
Suburban	63.4	61.5	50.7	49.3	58.76	57.85	40.08	39.81	13.28	12.80	20.8	20.5
Airport	66.7	66.7	38.9	39.4	56.93	55.57	43.44	44.45	15.06	12.79	24.4	21.3
Highway	65.4	64.6	86.7	85.5	45.60	44.29	27.31	26.59	11.84	10.97	22.0	21.0
Resort	69.7	67.9	102.5	102.6	84.30	79.81	47.31	45.10	18.55	18.96	19.2	21.1
SIZE:												
Under 150 Rooms	63.8	62.6	64.1	62.7	$ 48.55	$ 46.82	$ 32.39	$ 31.52	$ 14.24	$ 13.50	27.4	27.4
150 - 299 Rooms	63.2	61.6	56.6	55.2	60.67	59.41	41.78	41.26	15.90	14.60	22.8	21.5
300 - 600 Rooms	66.6	65.7	62.2	62.0	76.31	73.39	50.77	48.78	15.87	15.40	19.2	19.5
Over 600 Rooms	73.5	73.4	71.1	70.5	98.52	93.55	62.06	59.23	22.85	21.67	20.8	21.0
TYPE:												
Hotel	66.7	66.3	56.4	56.1	$ 85.79	$ 82.49	$ 59.12	$ 56.82	$ 19.30	$ 18.57	20.5	20.8
Motor Hotel	65.4	63.4	71.0	68.6	46.29	45.04	29.65	29.23	12.77	10.61	24.3	20.9
Economy	64.6	63.7	83.3	84.2	36.50	35.18	21.65	20.91	12.93	12.71	38.2	38.5
All Suites	69.2	67.5	114.0	113.6	82.17	79.10	41.65	40.11	18.68	18.27	19.9	20.2

* Insufficient Response

TWELVE MONTH TREND REPORT - AS OF JUNE 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUN	% CHG	JUN	% CHG	JUN	% CHG	JUN	% CHG
TOTAL	7.1	7.4	5.7	10.3	66.3	1.5	63.6	1.3	$ 71.17	3.6	$102.44	3.3
CENSUS REGION:												
Northeast	2.1	2.2	-	8.2	71.3	-3.1	46.3	4.3	$111.83	5.5	$162.06	5.4
North Central	3.5	3.9	3.0	0.7	62.1	0.5	40.8	-3.1	55.39	3.7	87.11	3.2
South	9.7	10.0	8.1	13.7	66.8	3.7	79.6	-0.4	63.49	4.5	90.47	4.3
West	10.0	10.0	10.0	9.4	63.9	0.6	59.0	2.3	65.96	2.4	92.74	2.4
CENSUS DIVISION:												
New England	1.8	1.0	1.1	11.7	64.7	-4.7	41.1	2.2	$ 85.93	5.2	$121.63	6.1
Middle Atlantic	2.2	2.6	-0.2	7.2	73.9	-2.5	47.3	4.4	120.76	5.4	175.99	5.1
South Atlantic	10.0	10.3	8.2	14.0	69.4	3.0	91.3	-0.7	66.80	4.8	96.93	4.5
East North Central	3.7	4.5	2.4	0.6	62.5	-0.3	38.4	-3.8	57.08	4.8	87.43	3.9
East South Central	-4.6	-4.8	2.0	*	54.6	-5.4	*	*	44.71	0.7	65.27	0.9
West North Central	3.0	2.7	3.9	1.0	61.2	1.5	45.0	-2.4	52.34	1.6	86.54	1.9
West South Central	9.3	9.4	8.2	13.8	61.1	6.3	48.5	1.3	55.10	3.6	73.83	3.6
Mountain	6.0	4.7	11.1	4.9	57.9	3.0	49.4	3.1	53.69	2.0	77.23	3.3
Pacific	11.6	12.1	9.7	20.3	67.4	-1.2	61.5	2.2	72.09	1.9	100.50	1.4
AFFILIATION:												
Chain	6.8	7.2	5.0	8.6	66.7	1.7	60.8	1.3	$ 68.58	3.2	$ 96.11	2.8
Independent	8.4	8.0	7.8	14.6	64.5	0.6	76.0	0.4	83.76	5.1	133.27	5.5
LOCATION:												
Center City	5.9	6.3	4.2	8.1	66.6	0.8	51.2	1.2	$ 91.90	4.3	$131.70	3.9
Suburban	8.9	8.5	8.9	13.9	63.4	3.1	50.7	2.8	58.76	1.6	82.32	1.9
Airport	5.7	7.1	2.1	3.2	66.7	-	38.9	-1.3	56.93	2.4	78.44	1.1
Highway	5.9	6.0	4.9	8.1	65.4	1.2	86.7	1.4	45.60	3.0	57.95	2.8
Resort	9.3	9.4	7.9	13.7	69.7	2.7	102.5	-0.1	84.30	5.6	134.64	5.5
SIZE:												
Under 150 Rooms	6.8	7.5	3.2	4.4	63.8	1.9	64.1	2.2	$ 48.55	3.7	$ 58.94	3.0
150 - 299 Rooms	7.9	7.8	8.1	9.1	63.2	2.6	56.6	2.5	60.67	2.1	85.91	2.3
300 - 600 Rooms	8.2	8.3	7.3	11.8	66.6	1.4	62.2	0.3	76.31	4.0	114.20	3.9
Over 600 Rooms	5.6	6.1	3.0	10.3	73.5	0.1	71.1	0.9	98.52	5.3	147.62	4.8
TYPE:												
Hotel	6.8	7.1	5.3	10.5	66.7	0.6	56.4	0.5	$ 85.79	4.0	$129.91	3.7
Motor Hotel	5.9	7.2	3.3	7.6	65.4	3.2	71.0	3.5	46.29	2.8	57.89	2.5
Economy	10.3	10.0	22.9	16.7	64.6	1.4	83.3	-1.1	36.50	3.8	37.84	4.1
All Suites	10.8	9.6	15.7	10.5	69.2	2.5	114.0	0.4	82.17	3.9	111.00	5.0

* Insufficient Response
\- No Change

TWELVE-MONTH VARIATION REPORT - AS OF JUNE 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	7.1	7.4	5.7	6.9	2.4	10.3	3.3	3.6	3.6	8.1	5.7	5.2	3.9
CENSUS REGION:													
Northeast	2.1	2.2	-	0.9	-2.3	8.2	5.4	5.5	2.9	11.7	10.7	9.2	8.1
North Central	3.5	3.9	3.0	4.1	-0.2	0.7	3.2	3.7	1.8	-0.3	7.9	18.3	1.0
South	9.7	10.0	8.1	9.2	5.3	13.7	4.3	4.5	4.5	9.6	2.5	0.7	2.2
West	10.0	10.0	10.0	12.1	3.9	9.4	2.4	2.4	4.3	1.7	3.8	3.3	3.6
CENSUS DIVISION:													
New England	1.8	1.0	1.1	1.3	0.5	11.7	6.1	5.2	5.9	16.9	7.7	8.2	9.3
Middle Atlantic	2.2	2.6	-0.2	0.8	-2.9	7.2	5.1	5.4	2.3	10.3	11.3	9.4	7.9
South Atlantic	10.0	10.3	8.2	9.2	5.5	14.0	4.5	4.8	5.1	10.3	3.1	0.2	2.7
East North Central	3.7	4.5	2.4	3.1	0.7	0.6	3.9	4.8	1.9	0.3	10.8	25.6	-0.2
East South Central	-4.6	-4.8	2.0	2.6	0.4	*	0.9	0.7	8.6	*	*	*	*
West North Central	3.0	2.7	3.9	5.7	-1.6	1.0	1.9	1.6	1.7	-1.0	2.3	2.8	2.9
West South Central	9.3	9.4	8.2	9.4	4.6	13.8	3.6	3.6	2.7	7.5	0.7	2.8	1.0
Mountain	6.0	4.7	11.1	15.6	-0.4	4.9	3.3	2.0	8.5	1.4	1.9	-1.6	0.8
Pacific	11.6	12.1	9.7	11.1	5.4	20.3	1.4	1.9	3.0	9.1	7.7	6.5	6.6
AFFILIATION:													
Chain	6.8	7.2	5.0	6.2	1.8	8.6	2.8	3.2	2.5	6.2	6.0	6.7	3.9
Independent	8.4	8.0	7.8	9.0	4.3	14.6	5.5	5.1	7.5	13.8	5.3	-0.5	4.6
LOCATION:													
Center City	5.9	6.3	4.2	5.6	0.2	8.1	3.9	4.3	3.6	7.7	6.9	6.1	4.9
Suburban	8.9	8.5	8.9	10.9	3.6	13.9	1.9	1.6	3.5	9.1	3.6	3.8	2.9
Airport	5.7	7.1	2.1	3.7	-2.5	3.2	1.1	2.4	1.5	1.5	9.3	17.7	4.2
Highway	5.9	6.0	4.9	7.1	-1.1	8.1	2.8	3.0	0.2	3.2	2.8	7.9	-4.6
Resort	9.3	9.4	~~7.9~~	8.0	7.6	13.7	5.5	5.6	5.5	11.4	4.7	-2.2	4.6
SIZE:													
Under 150 Rooms	6.8	7.5	3.2	4.4	-0.1	4.4	3.0	3.7	3.2	4.1	4.2	5.5	4.9
150 - 299 Rooms	7.9	7.8	8.1	10.4	2.0	9.1	2.3	2.1	4.5	4.8	4.0	8.9	0.8
300 - 600 Rooms	8.2	8.3	7.3	8.3	4.2	11.8	3.9	4.0	3.1	8.1	3.6	3.1	2.5
Over 600 Rooms	5.6	6.1	3.0	3.5	1.4	10.3	4.8	5.3	4.0	11.3	8.9	5.4	7.2
TYPE:													
Hotel	6.8	7.1	5.3	6.2	2.6	10.5	3.7	4.0	3.6	9.1	5.8	3.9	4.2
Motor Hotel	6.9	7.2	5.5	7.4	0.3	7.6	2.5	2.8	2.2	3.9	10.2	20.4	4.4
Economy	10.3	10.0	22.9	20.6	30.3	16.7	4.1	3.8	8.3	11.3	0.1	1.7	*
All Suites	10.8	9.6	15.7	20.3	3.0	10.5	5.0	3.9	11.2	5.2	1.7	2.2	0.5

* Insufficient Response
\- No Change

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF JUNE 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 44.21	$ 42.67	$ 12.51	$ 11.89	0.31	0.32	0.22	0.22	47.8	47.6	$ 8.19	$ 7.88	2.1
CENSUS REGION:													
Northeast	$ 49.48	$ 48.07	$ 16.11	$ 15.65	0.29	0.29	0.20	0.20	52.9	50.3	$ 11.51	$ 10.72	-2.5
North Central	43.54	42.75	9.41	9.21	0.33	0.33	0.23	0.23	43.8	44.2	5.47	5.41	2.1
South	40.35	38.61	12.19	11.43	0.32	0.32	0.22	0.22	45.3	46.1	7.55	7.36	2.9
West	48.40	46.41	11.77	10.83	0.32	0.33	0.22	0.22	48.9	50.2	7.40	6.95	5.2
CENSUS DIVISION:													
New England	$ 49.72	$ 46.95	$ 13.06	$ 12.51	0.32	0.33	0.23	0.23	53.8	51.8	$ 9.75	$ 9.18	-2.5
Middle Atlantic	49.43	48.30	16.84	16.40	0.28	0.28	0.20	0.20	52.7	50.0	11.92	11.07	-2.5
South Atlantic	44.45	42.30	13.04	12.07	0.32	0.32	0.22	0.22	44.8	45.6	7.95	7.68	1.5
East North Central	42.03	41.24	9.04	8.93	0.33	0.34	0.23	0.23	44.2	44.9	5.43	5.45	2.2
East South Central	25.83	23.79	*	*	*	*	*	*	*	*	*	*	*
West North Central	46.08	45.33	9.92	9.58	0.32	0.32	0.24	0.23	43.1	43.1	5.52	5.35	2.1
West South Central	29.55	28.76	9.43	9.22	0.33	0.33	0.21	0.23	47.5	48.5	6.27	6.28	8.1
Mountain	47.23	43.51	13.37	11.05	0.31	0.35	0.22	0.22	43.7	47.8	7.22	7.05	0.7
Pacific	48.77	47.36	11.41	10.78	0.32	0.33	0.23	0.22	54.2	52.7	7.53	6.87	6.3
AFFILIATION:													
Chain	$ 39.14	$ 38.17	$ 12.10	$ 11.58	0.31	0.31	0.21	0.21	47.8	47.2	$ 8.00	$ 7.65	1.9
Independent	69.03	64.23	14.06	13.12	0.32	0.33	0.23	0.23	47.8	49.0	9.08	8.94	3.0
LOCATION:													
Center City	$ 44.24	$ 42.69	$ 14.49	$ 13.73	0.29	0.29	0.21	0.21	52.5	52.2	$ 10.51	$ 10.02	0.8
Suburban	39.76	38.43	10.15	9.58	0.34	0.34	0.23	0.23	44.6	43.4	5.97	5.82	5.5
Airport	33.81	33.30	10.41	10.03	0.32	0.33	0.22	0.22	46.5	45.6	6.41	6.09	-0.4
Highway	33.42	33.35	8.95	8.58	0.33	0.33	0.22	0.23	39.5	40.2	4.64	4.58	0.9
Resort	59.16	56.07	13.76	13.07	0.33	0.33	0.21	0.22	43.5	44.1	8.15	7.89	3.4
SIZE:													
Under 150 Rooms	$ 43.27	$ 41.91	$ 9.11	$ 8.57	0.37	0.37	0.26	0.27	43.4	43.3	$ 5.00	$ 4.71	-2.8
150 - 299 Rooms	38.25	36.61	10.61	9.70	0.33	0.34	0.24	0.24	45.9	47.0	6.50	6.35	2.7
300 - 600 Rooms	45.10	43.73	12.39	12.02	0.32	0.32	0.22	0.22	46.4	46.4	7.74	7.64	5.2
Over 600 Rooms	49.16	47.29	15.58	14.84	0.29	0.29	0.19	0.19	50.9	49.6	11.13	10.31	-1.3
TYPE:													
Hotel	$ 48.39	$ 46.69	$ 13.34	$ 12.71	0.31	0.31	0.21	0.21	49.0	48.5	$ 8.93	$ 8.57	1.6
Motor Hotel	27.04	26.46	7.49	7.30	0.36	0.36	0.23	0.23	42.0	41.2	4.32	4.19	4.3
Economy	9.09	8.39	*	*	*	*	*	*	*	*	*	*	*
All Suites	50.55	45.46	17.21	14.32	0.28	0.33	0.24	0.25	39.3	43.7	8.66	8.41	1.6

* Insufficient Response

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1990-4

Laventhol & Horwath
Certified Public Accountants

NATIONAL TREND OF BUSINESS
Lodging Industry

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JULY 1989 COMPARED WITH JULY 1988

MODERATION IN OCCUPANCY RATES ROOM RATES CONTINUE TO RISE

The national occupancy rate for the month of July rose a moderate 0.4 percent to 71.2 percent. The Northeast and North Central regions experienced decreases in occupancy rates of 3.1 percent and 2.4 percent, respectively. Declines were noted in all segments of the lodging industry dropping as much as 4.1 percent. The only two exceptions were the Middle Atlantic and Mountain divisions. Taking a close look at the properties by location, suburban establishments show the highest increase in occupancy of 2.4 percent. The year-to-date national occupancy rate stands at 68.0 percent, 0.6 percent above the first seven months of 1988. The only region showing an increase on a year-to-date basis is the Southern region with an occupancy of 71.0 percent.

The average daily rate for a room during the month of July was $67.52, an increase of 3.2 percent from the previous year. The South Atlantic region noted the greatest increase in average room rate of 7.1 percent, while the Northeast region still holds the highest occupancy rate of $107.64. The sole division to show decline in the lodging industry, (that of 2.0), was the Mountain division with an average rate of $49.27. The year-to-date national room rate of $73.22, is 3.8 percent higher than the comparable 1988 level.

An increase in room sales of 5.0 percent combined with an increase in food and beverage sales of 1.1 percent and other revenues of 8.2 percent increased total sales 2.6 percent above July 1988 levels. Food and beverage sales per occupied room increased slightly, as did the average receipt per cover. The number of covers served by food and beverage operations increased 0.1 percent for the month of July, while increasing 0.8 percent on a year-to-date basis.

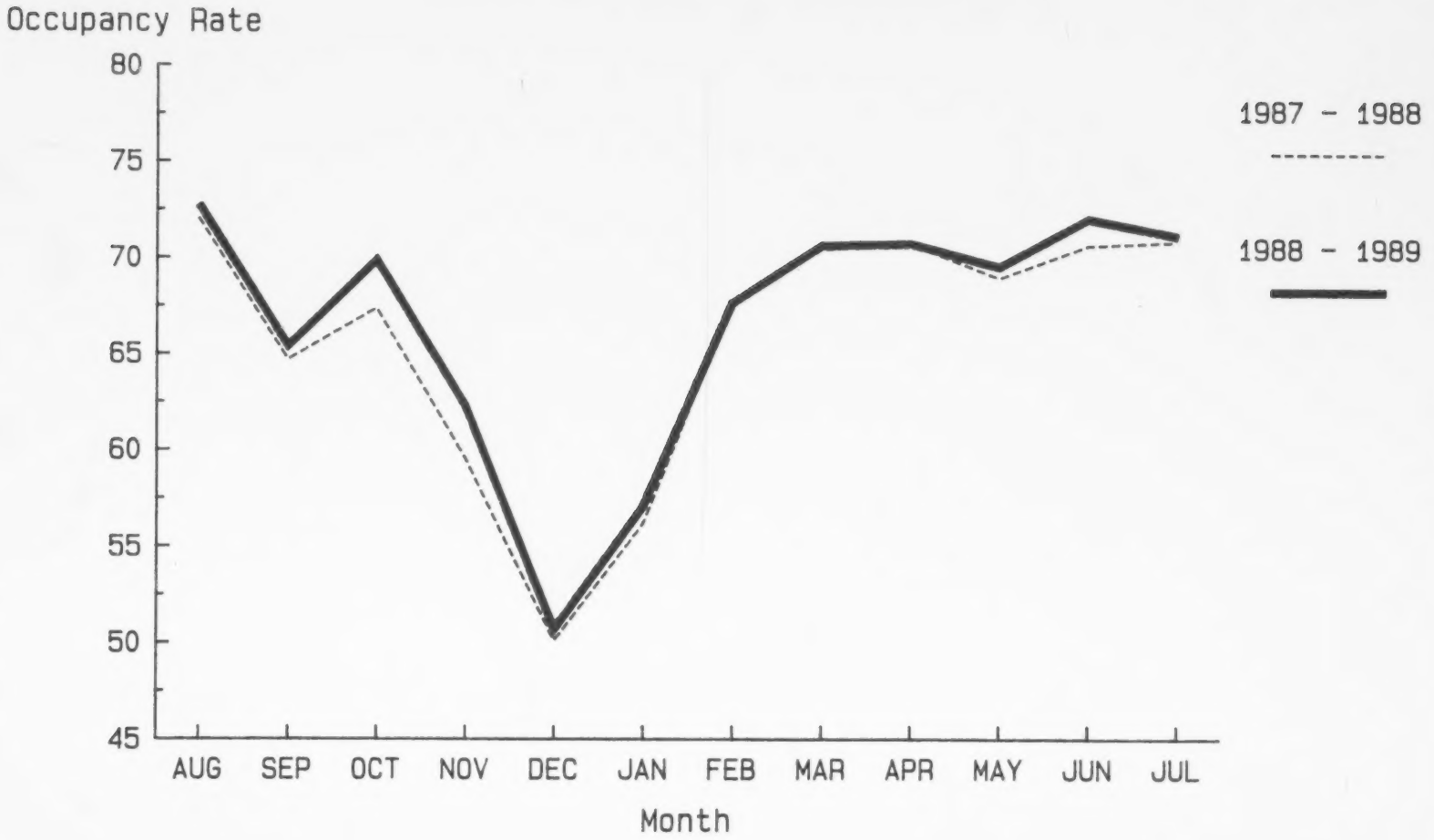
SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	66.9%	0.2%
AFFILIATION:		
Chain	66.5	-0.6
Independent	69.0	1.3
CENSUS REGION:		
Northeast	68.9	-5.5
North Central	60.9	1.3
South	67.4	-1.7
West	66.7	2.5
CENSUS DIVISION:		
New England	61.0	-5.3
Middle Atlantic	71.9	-6.3
South Atlantic	72.2	-2.7
East North Central	62.3	0.7
East South Central	**	**
West North Central	58.4	2.1
West South Central	59.7	-1.2
Mountain	62.5	4.7
Pacific	70.0	3.7
LOCATION:		
Center City	65.7	0.2
Suburban	62.8	-2.3
Airport	73.8	0.5
Highway	62.7	-2.2
Resort	70.8	-3.4
SIZE:		
Under 150 rooms	62.0	-2.5
150 to 299 rooms	63.7	0.0
300 to 600 rooms	68.3	1.3
Over 600 rooms	77.5	2.5
TYPE:		
Hotel	67.7	0.4
Motor Hotel	66.9	-0.2
Economy	66.1	-2.8

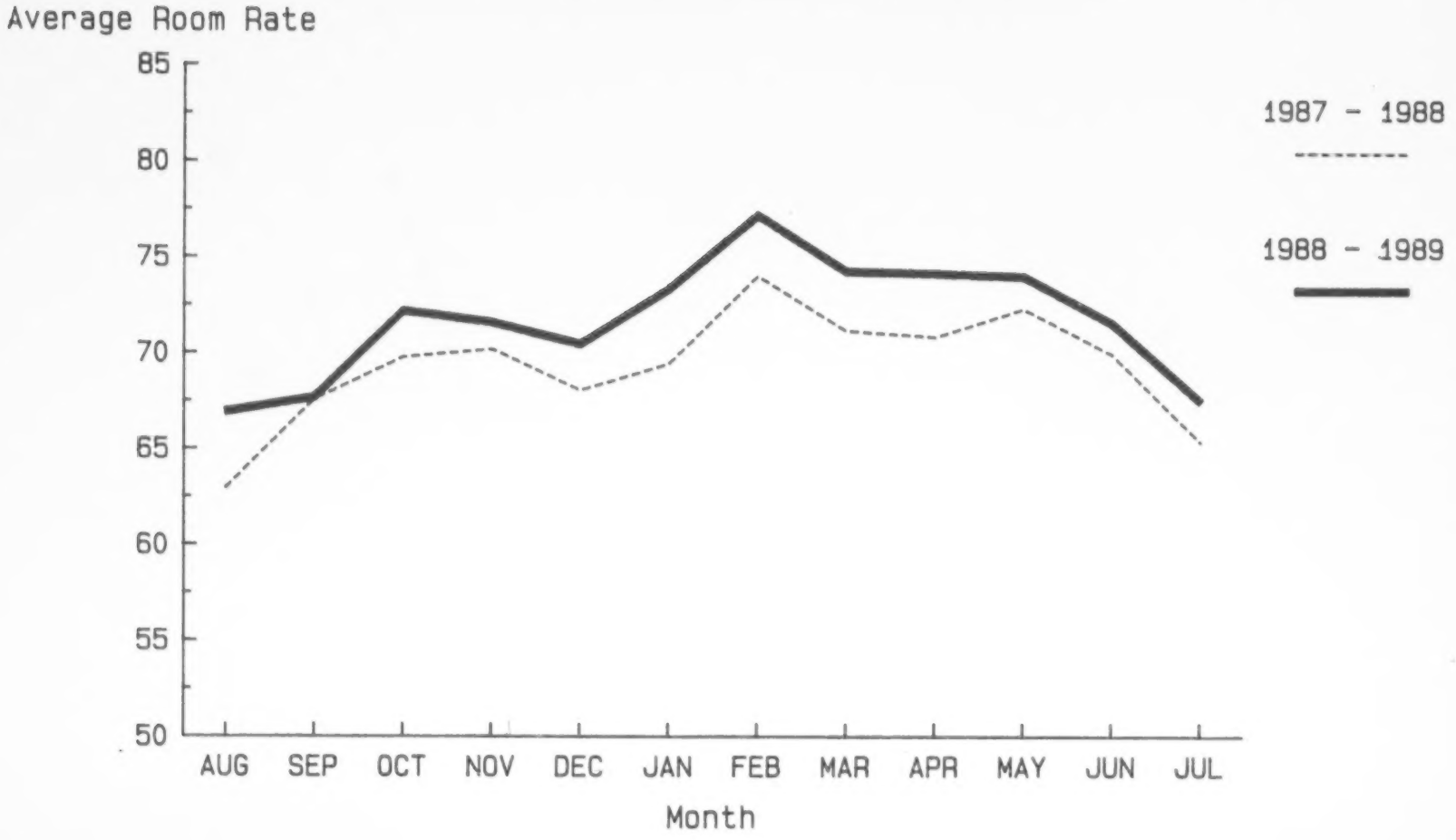
* From Previous Month
** Insufficient Response

Mark Lomanno, Director
Myra Nyz, Consultant
Research Division

NATIONAL OCCUPANCY RATE
AUGUST 1987 - JULY 1988
AUGUST 1988 - JULY 1989



NATIONAL AVERAGE ROOM RATE
AUGUST 1987 - JULY 1988
AUGUST 1988 - JULY 1989



ROOMS REPORT - JULY 1989 COMPARED WITH JULY 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	71.2	70.9	83.7	83.9	$ 67.52	$ 65.40	$ 41.58	$ 40.23	$ 18.19	$ 17.62	22.9	22.9
CENSUS REGION:												
Northeast	68.4	70.6	56.3	59.2	$107.64	$104.95	$ 72.45	$ 69.06	$ 26.21	$ 24.77	23.7	22.9
North Central	67.9	70.3	53.5	51.0	56.47	54.39	37.13	35.91	11.86	12.66	21.1	23.7
South	71.9	70.7	104.6	105.2	58.74	55.60	31.36	29.82	15.43	14.90	22.2	22.6
West	72.9	72.1	79.2	79.6	67.22	66.77	43.40	42.33	15.49	14.30	24.6	23.5
CENSUS DIVISION:												
New England	66.1	68.9	42.9	49.4	$ 81.40	$ 80.46	$ 62.44	$ 57.72	$ 15.37	$ 15.89	17.7	18.5
Middle Atlantic	69.2	71.2	58.6	61.0	116.39	113.00	74.03	70.95	28.90	26.86	24.8	23.7
South Atlantic	76.2	73.8	116.6	116.1	61.27	57.23	30.71	28.81	16.33	15.75	22.3	22.9
East North Central	68.1	70.6	52.3	50.2	57.18	55.12	38.37	37.15	11.95	13.34	20.8	24.2
West North Central	67.7	69.8	55.9	52.7	55.41	53.28	34.58	33.35	11.68	11.37	21.9	22.5
West South Central	62.6	64.2	65.7	73.5	52.18	51.70	34.11	33.49	12.86	12.75	22.0	21.6
Mountain	66.9	65.2	50.1	59.5	49.27	50.29	24.95	24.34	14.79	11.36	33.3	25.3
Pacific	76.1	76.2	80.9	80.8	75.42	75.12	44.28	43.29	15.67	15.07	23.1	23.2
AFFILIATION:												
Chain	70.8	70.9	82.0	80.3	$ 65.70	$ 63.59	$ 41.15	$ 40.16	$ 17.84	$ 17.19	22.9	22.8
Independent	72.9	70.9	92.8	102.3	77.39	75.45	43.67	40.55	20.78	20.91	23.0	23.7
LOCATION:												
Center City	65.6	67.2	65.6	68.9	$ 85.27	$ 83.37	$ 56.03	$ 53.39	$ 23.50	$ 22.76	24.1	23.9
Suburban	69.6	68.0	68.4	68.0	58.15	55.90	36.32	34.95	13.37	12.86	21.5	21.5
Airport	71.2	70.9	51.5	56.0	54.69	53.65	41.14	39.39	14.07	13.67	22.9	23.1
Highway	76.5	75.6	119.0	108.4	49.56	47.36	24.67	24.23	11.12	11.03	20.1	20.9
Resort	77.5	76.5	132.4	133.3	79.24	73.90	36.46	34.44	17.62	16.29	21.5	21.3
SIZE:												
Under 150 Rooms	71.2	71.6	78.2	79.8	$ 51.70	$ 49.98	$ 30.23	$ 28.98	$ 14.32	$ 13.18	28.9	26.9
150 - 299 Rooms	69.5	69.5	75.7	72.8	59.42	58.06	36.41	36.29	15.20	15.29	21.7	22.2
300 - 600 Rooms	70.3	69.6	82.0	82.5	70.81	68.21	41.86	40.36	15.95	15.72	21.4	21.9
Over 600 Rooms	74.9	74.4	94.7	96.3	88.36	85.62	49.77	47.54	23.57	22.39	23.8	23.3
TYPE:												
Hotel	68.4	68.0	76.9	77.8	$ 79.01	$ 76.79	$ 48.93	$ 47.10	$ 20.03	$ 19.46	23.2	23.2
Motor Hotel	75.4	75.4	88.7	86.1	48.66	46.45	27.27	26.64	10.38	9.76	19.1	18.6
Economy	79.6	79.6	104.8	114.5	40.25	37.38	18.83	16.67	11.84	11.22	32.6	33.6
All Suites	73.1	73.8	169.9	160.0	81.46	78.74	29.81	30.08	20.23	18.87	22.0	21.2

* Insufficient Response

YEAR TO DATE ROOMS REPORT - AS OF JULY 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	68.0	67.6	64.9	64.1	$ 73.22	$ 70.57	$ 50.85	$ 49.11	$ 18.32	$ 17.38	20.7	20.5
CENSUS REGION:												
Northeast	68.3	71.6	45.3	44.4	$110.33	$104.76	$ 79.29	$ 75.52	$ 26.39	$ 24.07	22.9	22.1
North Central	60.6	61.2	39.8	39.8	56.92	55.01	41.54	40.37	13.61	13.11	23.2	23.2
South	71.0	69.0	82.1	82.1	66.99	63.67	43.08	40.97	15.34	14.77	18.3	18.5
West	64.0	64.1	57.7	56.4	66.92	66.02	48.17	47.51	14.97	14.09	22.7	22.0
CENSUS DIVISION:												
New England	61.6	65.5	39.4	37.1	$ 82.91	$ 80.15	$ 61.20	$ 59.46	$ 19.61	$ 18.36	22.3	21.8
Middle Atlantic	71.1	74.0	46.5	45.9	120.04	113.52	82.71	78.54	28.16	25.55	23.0	22.1
South Atlantic	75.3	73.0	94.8	94.5	71.34	67.37	43.12	40.70	16.21	15.61	18.1	18.5
East North Central	61.4	62.4	37.6	37.4	58.46	56.11	43.72	42.37	13.86	13.24	22.7	22.6
East South Central	47.4	53.0	16.5	17.1	44.45	45.56	40.52	43.43	*	*	*	*
West North Central	59.1	58.8	44.7	45.7	53.97	52.85	36.68	35.84	13.01	12.81	24.7	24.8
West South Central	62.2	60.7	47.6	49.1	56.11	54.65	42.98	41.90	12.76	12.38	18.8	18.6
Mountain	56.8	55.7	35.9	35.9	51.32	51.83	37.68	38.67	12.41	12.03	23.5	22.3
Pacific	67.9	69.2	60.1	58.6	73.87	72.84	49.12	48.32	15.83	14.83	22.5	21.9
AFFILIATION:												
Chain	68.0	67.8	62.6	61.0	$ 70.56	$ 68.00	$ 49.64	$ 48.18	$ 17.81	$ 16.81	20.9	20.6
Independent	67.7	66.6	75.2	77.9	86.53	83.61	55.87	52.93	21.40	20.86	20.0	20.4
LOCATION:												
Center City	65.9	66.7	51.0	50.8	$ 92.60	$ 88.78	$ 66.45	$ 63.34	$ 22.92	$ 21.45	21.9	21.5
Suburban	64.7	63.2	52.2	51.1	59.16	58.01	40.72	40.15	13.73	13.16	21.6	21.3
Airport	68.8	69.4	37.2	39.2	57.72	55.86	47.42	45.85	13.49	12.91	21.1	21.0
Highway	68.6	67.9	95.1	88.9	48.03	46.65	27.05	26.96	12.09	10.94	21.8	20.2
Resort	74.4	72.7	104.1	105.1	91.46	86.03	51.63	48.48	18.31	17.68	16.8	17.3
SIZE:												
Under 150 Rooms	65.0	64.7	62.3	61.5	$ 51.27	$ 49.36	$ 34.10	$ 33.01	$ 15.21	$ 14.13	27.6	26.8
150 - 299 Rooms	65.4	64.3	58.0	56.3	62.60	60.92	43.18	42.60	15.21	14.76	20.8	20.8
300 - 600 Rooms	68.5	68.2	63.2	63.5	77.77	74.55	52.18	49.93	16.09	15.63	18.8	19.1
Over 600 Rooms	74.0	74.3	74.2	72.5	99.47	95.25	62.20	59.63	23.53	21.73	21.2	20.7
TYPE:												
Hotel	67.7	67.5	57.1	56.9	$ 87.39	$ 84.06	$ 60.66	$ 58.19	$ 19.77	$ 18.79	20.4	20.4
Motor Hotel	67.9	67.4	73.1	70.3	47.55	45.95	29.83	29.43	11.84	10.69	21.9	20.4
Economy	66.5	66.0	88.4	91.5	38.76	37.33	21.50	20.52	12.45	12.07	35.5	35.8
All Suites	73.2	71.6	119.3	116.1	87.81	84.19	43.14	42.08	20.34	19.80	19.0	19.4

* Insufficient Response

TREND REPORT JULY 1989 COMPARED WITH JULY 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUL	% CHG	JUL	% CHG	JUL	% CHG	JUL	% CHG
TOTAL	4.3	5.0	1.1	8.2	71.2	0.4	83.7	-0.2	$ 67.52	3.2	$ 89.88	2.6
CENSUS REGION:												
Northeast	-1.7	-1.6	-2.3	-0.6	68.4	-3.1	56.3	-4.9	$107.64	2.6	$148.45	2.5
North Central	0.4	0.1	1.2	1.5	67.9	-3.4	53.5	4.9	56.47	3.8	82.03	4.2
South	6.7	7.7	0.6	15.6	71.9	1.7	104.6	-0.6	58.74	5.6	76.72	4.7
West	8.5	8.9	6.2	26.6	72.9	1.1	79.2	-0.5	67.22	0.7	86.60	0.3
CENSUS DIVISION:												
New England	-2.1	-1.9	-3.7	-1.1	66.1	-4.1	42.9	-13.2	$ 81.40	1.2	$103.53	0.9
Middle Atlantic	-1.6	-1.6	-2.1	-0.5	69.2	-2.8	58.6	-3.9	116.39	3.0	163.43	3.0
South Atlantic	9.9	11.6	1.3	20.1	76.2	3.3	116.6	0.4	61.27	7.1	80.69	5.4
East North Central	-0.6	-0.4	-1.3	0.3	68.1	-3.5	52.3	4.2	57.18	3.7	85.43	3.6
West North Central	2.2	0.9	5.6	7.5	67.7	-3.0	55.9	6.1	55.41	4.0	76.91	5.4
West South Central	-2.2	-2.6	-1.7	3.0	62.6	-2.5	65.7	-10.6	52.18	0.9	66.45	1.4
Mountain	-1.5	-1.2	-8.3	17.5	66.9	2.6	50.1	-15.8	49.27	-2.0	52.23	-2.3
Pacific	11.1	12.3	7.0	28.0	76.1	-0.1	80.9	0.1	75.42	0.4	102.32	-0.7
AFFILIATION:												
Chain	3.8	4.7	-0.2	7.7	70.8	-0.1	82.0	2.1	$ 65.70	3.3	$ 85.68	2.5
Independent	6.4	6.5	5.3	9.6	72.9	2.8	92.8	-9.3	77.39	2.6	112.72	2.4
LOCATION:												
Center City	-	-0.6	1.3	3.2	65.6	-2.4	65.6	-4.8	$ 85.27	2.3	$117.18	2.9
Suburban	5.6	7.0	0.1	5.4	69.6	2.4	68.4	0.6	58.15	4.0	74.47	2.7
Airport	5.1	7.9	-5.8	6.9	71.2	0.4	51.5	-8.0	54.69	1.9	70.20	-0.8
Highway	9.6	9.2	11.0	16.9	76.5	1.2	119.0	9.8	49.56	4.6	58.53	5.0
Resort	7.6	8.9	1.6	19.0	77.5	1.3	132.4	-0.7	79.24	7.2	112.72	5.9
SIZE:												
Under 150 Rooms	3.9	4.2	1.4	8.9	71.2	-0.6	78.2	-2.0	$ 51.70	3.4	$ 61.73	3.1
150 - 299 Rooms	3.9	4.7	-	7.1	69.5	-	75.7	4.0	59.42	2.3	77.65	1.5
300 - 600 Rooms	4.5	5.2	1.0	9.7	70.3	1.0	82.0	-0.6	70.81	3.8	98.24	3.1
Over 600 Rooms	4.8	5.4	2.0	7.1	74.9	0.7	94.7	-1.7	88.36	3.2	120.46	2.6
TYPE:												
Hotel	3.6	4.1	1.1	9.1	68.4	0.6	76.9	-1.2	$ 79.01	2.9	$110.25	2.5
Motor Hotel	5.1	6.0	-0.6	5.5	75.4	-	88.7	3.0	48.66	4.8	57.42	3.9
Economy	20.2	20.4	*	4.8	79.6	-	104.8	-8.5	40.25	7.7	40.67	7.5
All Suites	4.6	4.4	7.3	3.2	73.1	-0.9	169.9	6.2	81.46	3.5	107.36	3.7

* Insufficient Response
_ No Change

YEAR TO DATE TREND REPORT - AS OF JULY 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUL	% CHG	JUL	% CHG	JUL	% CHG	JUL	% CHG
TOTAL	5.6	5.6	4.3	11.9	68.0	0.6	64.9	1.2	$ 73.22	3.8	$102.77	3.7
CENSUS REGION:												
Northeast	0.6	0.3	0.1	5.7	68.3	-4.6	45.3	2.0	$110.33	5.3	$157.32	5.6
North Central	2.4	1.9	2.4	9.1	60.6	-1.0	39.8	-	56.92	3.5	88.48	4.0
South	8.1	8.2	5.8	16.5	71.0	2.9	82.1	-	66.99	5.2	93.26	5.1
West	8.1	8.1	7.6	11.7	64.0	-0.2	57.7	2.3	66.92	1.4	89.94	1.3
CENSUS DIVISION:												
New England	-1.5	-1.8	-1.3	6.3	61.6	-6.0	39.4	6.2	$ 82.91	3.4	$103.69	3.8
Middle Atlantic	1.0	0.8	0.3	5.7	71.1	-3.9	46.5	1.3	120.04	5.7	176.31	6.0
South Atlantic	9.2	9.6	6.0	17.5	75.3	3.2	94.8	0.3	71.34	5.9	101.48	5.5
East North Central	2.1	1.9	1.2	9.9	61.4	-1.6	37.6	0.5	58.46	4.2	91.12	4.4
East South Central	-10.4	-12.8	-5.1	*	47.4	-10.6	16.5	-3.5	44.45	-2.4	62.04	0.2
West North Central	3.0	1.9	4.8	6.7	59.1	0.5	44.7	-2.2	53.97	2.1	83.40	3.2
West South Central	4.5	4.1	5.2	10.8	62.2	2.5	47.6	-3.1	56.11	2.7	72.58	3.1
Mountain	-0.5	0.3	-6.5	-1.2	56.8	2.0	35.9	-	51.32	-1.0	59.09	-1.8
Pacific	10.5	10.8	9.2	19.3	67.9	-1.9	60.1	2.6	73.87	1.4	103.69	1.1
AFFILIATION:												
Chain	5.2	5.4	3.5	10.6	68.0	0.3	62.6	2.6	$ 70.56	3.8	$ 96.34	3.6
Independent	7.1	6.7	6.4	15.3	67.7	1.7	75.2	-3.5	86.53	3.5	135.00	4.0
LOCATION:												
Center City	3.0	2.9	2.2	7.3	65.9	-1.2	51.0	0.4	$ 92.60	4.3	$131.00	4.4
Suburban	5.6	5.6	4.6	11.9	64.7	2.4	52.2	2.2	59.16	2.0	79.65	2.0
Airport	5.8	7.5	-0.6	11.8	68.8	-0.9	37.2	-5.1	57.72	3.3	77.03	1.7
Highway	5.8	5.4	6.5	13.4	68.6	1.0	95.1	7.0	48.03	3.0	59.64	3.3
Resort	9.9	9.7	8.2	18.5	74.4	2.3	104.1	-1.0	91.46	6.3	140.65	6.4
SIZE:												
Under 150 Rooms	4.9	5.3	2.3	8.5	65.0	0.5	62.3	1.3	$ 51.27	3.9	$ 62.04	3.5
150 - 299 Rooms	5.8	6.0	4.6	7.6	65.4	1.7	58.0	3.0	62.60	2.8	85.98	2.5
300 - 600 Rooms	6.2	6.0	5.3	13.5	68.5	0.4	63.2	-0.5	77.77	4.3	112.78	4.5
Over 600 Rooms	5.2	5.1	3.3	13.4	74.0	-0.4	74.2	2.3	99.47	4.4	145.43	4.5
TYPE:												
Hotel	5.5	5.4	4.4	12.6	67.7	0.3	57.1	0.4	$ 87.39	4.0	$128.93	4.1
Motor Hotel	5.4	5.6	3.7	8.3	67.9	0.7	73.1	4.0	47.55	3.5	58.08	3.3
Economy	8.5	8.4	11.5	12.9	66.5	0.8	88.4	-3.4	38.76	3.8	40.04	3.9
All Suites	6.9	7.8	1.8	8.7	73.2	2.2	119.3	2.8	87.81	4.3	113.31	3.4

* Insufficient Response
\- No Change

VARIATION REPORT - JULY 1989 COMPARED WITH JULY 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	4.3	5.0	1.1	2.3	-2.6	8.2	2.6	3.2	0.9	8.9	3.7	3.2	3.1
CENSUS REGION:													
Northeast	-1.7	-1.6	-2.3	-0.5	-7.5	-0.6	2.5	2.6	1.5	3.3	6.9	5.8	8.7
North Central	0.4	0.1	1.2	4.1	-6.9	1.5	4.2	3.8	4.3	5.4	-1.2	-6.3	2.6
South	6.7	7.7	0.6	1.8	-2.8	15.6	4.7	5.6	-1.4	14.3	3.2	3.6	0.6
West	8.5	8.9	6.2	5.9	7.3	26.6	0.3	0.7	4.2	22.0	0.2	8.3	-3.0
CENSUS DIVISION:													
New England	-2.1	-1.9	-3.7	-2.0	-8.5	-1.1	0.9	1.2	-0.4	1.3	-1.4	-3.3	1.3
Middle Atlantic	-1.6	-1.6	-2.1	-0.3	-7.3	-0.5	3.0	3.0	1.8	3.7	8.4	7.6	9.6
South Atlantic	9.9	11.6	1.3	2.4	-2.0	20.1	5.4	7.1	-3.9	14.6	2.6	3.7	-0.7
East North Central	-0.6	-0.4	-1.3	2.2	-10.6	0.3	3.6	3.7	1.3	3.5	-5.1	-10.4	0.4
West North Central	2.2	0.9	5.6	7.7	-0.1	7.5	5.4	4.0	9.8	12.3	6.0	2.7	6.1
West South Central	-2.2	-2.6	-1.7	-0.3	-6.0	3.0	1.4	0.9	5.1	11.3	2.5	0.9	2.3
Mountain	-1.5	-1.2	-8.3	-6.1	-16.5	17.5	-2.3	-2.0	-10.5	10.3	3.5	30.2	-11.8
Pacific	11.1	12.3	7.0	6.6	8.4	28.0	-0.7	0.4	5.0	24.0	-0.6	4.0	-1.1
AFFILIATION:													
Chain	3.8	4.7	-0.2	1.4	-5.0	7.7	2.5	3.3	-	8.7	4.3	3.8	3.9
Independent	6.4	6.5	5.3	5.1	5.7	9.6	2.4	2.6	2.7	8.6	-0.3	-0.6	-1.8
LOCATION:													
Center City	-	-0.6	1.3	3.2	-4.4	3.2	2.9	2.3	4.7	6.5	5.4	3.3	7.7
Suburban	5.6	7.0	0.1	1.7	-4.1	5.4	2.7	4.0	-4.1	4.3	0.7	4.0	-5.7
Airport	5.1	7.9	-5.8	-4.5	-9.5	6.9	-0.8	1.9	-4.4	6.4	0.6	2.9	-2.2
Highway	9.6	9.2	11.0	11.8	8.4	16.9	5.0	4.6	3.3	11.2	1.0	0.8	-2.0
Resort	7.6	8.9	1.6	1.8	1.0	19.0	5.9	7.2	0.3	18.7	7.6	8.2	4.6
SIZE:													
Under 150 Rooms	3.9	4.2	1.4	1.9	-	8.9	3.1	3.4	4.8	12.8	7.9	8.6	6.9
150 - 299 Rooms	3.9	4.7	-	1.4	-3.5	7.1	1.5	2.3	0.3	6.5	1.0	-0.6	2.9
300 - 600 Rooms	4.5	5.2	1.0	1.5	-0.7	9.7	3.1	3.8	-0.2	10.0	2.4	1.5	-0.2
Over 600 Rooms	4.8	5.4	2.0	4.2	-4.9	7.1	2.6	3.2	1.7	8.2	5.2	5.3	5.6
TYPE:													
Hotel	3.6	4.1	1.1	2.2	-2.1	9.1	2.5	2.9	1.2	10.2	3.8	2.9	3.2
Motor Hotel	5.1	6.0	-0.6	1.5	-6.2	5.5	3.9	4.8	-2.0	4.2	1.4	6.4	-1.2
Economy	20.2	20.4	*	*	*	4.8	7.5	7.7	*	7.3	5.7	5.5	*
All Suites	4.6	4.4	7.3	9.7	1.0	3.2	3.7	3.5	10.7	5.8	11.9	7.2	14.8

* Insufficient Response
\- No Change

YEAR TO DATE VARIATION REPORT - AS OF JULY 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.6	5.6	4.3	5.0	2.1	11.9	3.7	3.8	3.3	11.2	5.4	5.4	3.5
CENSUS REGION:													
Northeast	0.6	0.3	0.1	1.1	-3.1	5.7	5.6	5.3	4.7	11.1	10.8	9.6	8.7
North Central	2.4	1.9	2.4	3.5	-0.8	9.1	4.0	3.5	2.8	9.8	2.7	3.8	1.3
South	8.1	8.2	5.8	6.1	5.0	16.5	5.1	5.2	3.0	13.2	3.3	3.9	1.8
West	8.1	8.1	7.6	8.7	4.3	11.7	1.3	1.4	3.5	4.2	2.8	6.2	0.9
CENSUS DIVISION:													
New England	-1.5	-1.8	-1.3	-0.1	-4.2	6.3	3.8	3.4	5.7	14.1	5.4	6.8	8.0
Middle Atlantic	1.0	0.8	0.3	1.3	-3.0	5.7	6.0	5.7	4.5	10.7	11.7	10.2	8.7
South Atlantic	9.2	9.6	6.0	6.1	5.8	17.5	5.5	5.9	2.3	13.4	3.5	3.8	1.3
East North Central	2.1	1.9	1.2	2.2	-1.5	9.9	4.4	4.2	2.1	10.9	2.4	4.7	-0.4
East South Central	-10.4	-12.8	-5.1	-2.9	-14.3	*	0.2	-2.4	4.1	*	*	*	*
West North Central	3.0	1.9	4.8	6.2	0.7	6.7	3.2	2.1	4.1	6.5	3.3	1.6	4.7
West South Central	4.5	4.1	5.2	6.5	1.4	10.8	3.1	2.7	4.6	9.7	1.6	3.1	2.3
Mountain	-0.5	0.3	-6.5	-4.8	-11.4	-1.2	-1.8	-1.0	-9.2	-4.8	1.2	3.2	-0.7
Pacific	10.5	10.8	9.2	10.2	6.2	19.3	1.1	1.4	4.9	10.0	3.4	6.7	1.1
AFFILIATION:													
Chain	5.2	5.4	3.5	4.4	0.9	10.6	3.6	3.8	2.8	10.2	5.7	5.9	4.2
Independent	7.1	6.7	6.4	6.7	5.7	15.3	4.0	3.5	4.2	12.9	3.6	2.6	0.4
LOCATION:													
Center City	3.0	2.9	2.2	3.1	-0.6	7.3	4.4	4.3	4.1	9.4	7.0	6.9	5.3
Suburban	5.6	5.6	4.6	5.7	1.8	11.9	2.0	2.0	0.5	10.1	3.5	4.3	1.9
Airport	5.8	7.5	-0.6	0.9	-4.8	11.8	1.7	3.3	0.7	10.4	4.7	4.5	4.9
Highway	5.8	5.4	6.5	8.4	1.0	13.4	3.3	3.0	1.1	6.2	3.5	10.5	-5.4
Resort	9.9	9.7	8.2	8.0	8.8	18.5	6.4	6.3	4.9	15.4	5.2	3.6	2.8
SIZE:													
Under 150 Rooms	4.9	5.3	2.3	2.9	0.6	8.5	3.5	3.9	4.4	10.8	8.1	7.6	9.9
150 - 299 Rooms	5.8	6.0	4.6	5.6	1.7	7.6	2.5	2.8	2.6	4.2	2.2	3.0	2.6
300 - 600 Rooms	6.2	6.0	5.3	6.0	3.2	13.5	4.5	4.3	3.0	12.5	2.8	2.9	1.0
Over 600 Rooms	5.2	5.1	3.3	3.9	1.6	13.4	4.5	4.4	4.3	14.7	8.9	8.3	5.8
TYPE:													
Hotel	5.5	5.4	4.4	5.0	2.8	12.6	4.1	4.0	3.8	12.6	5.7	5.2	3.5
Motor Hotel	5.4	5.6	3.7	5.6	-1.6	8.3	3.3	3.5	2.2	5.8	6.0	10.8	5.6
Economy	8.5	8.4	11.5	10.4	15.3	12.9	3.9	3.8	3.7	10.4	3.5	3.1	*
All Suites	6.9	7.8	1.8	2.8	-0.9	8.7	3.4	4.3	-0.5	4.6	2.0	2.7	0.5

* Insufficient Response

FOOD AND BEVERAGE REPORT - JULY 1989 COMPARED WITH JULY 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 35.19	$ 34.88	$ 10.96	$ 10.69	0.32	0.33	0.22	0.21	58.1	56.6	$ 8.55	$ 8.32	0.1
CENSUS REGION:													
Northeast	$ 40.60	$ 40.00	$ 14.46	$ 14.01	0.30	0.31	0.21	0.20	66.8	62.2	$ 12.39	$ 11.47	-2.3
North Central	34.52	33.11	9.61	8.95	0.33	0.34	0.22	0.22	44.0	44.5	5.63	5.59	-2.4
South	29.86	30.29	9.69	9.61	0.33	0.34	0.22	0.22	55.9	54.9	7.56	7.49	0.8
West	44.81	43.02	10.81	10.49	0.31	0.32	0.23	0.22	59.4	65.4	7.26	7.80	3.0
CENSUS DIVISION:													
New England	$ 40.01	$ 40.19	$ 9.82	$ 10.48	0.33	0.34	0.21	0.22	53.4	52.1	$ 6.99	$ 7.48	7.3
Middle Atlantic	40.70	39.97	15.67	14.82	0.30	0.30	0.21	0.20	68.8	63.7	13.69	12.32	-4.6
South Atlantic	31.49	32.78	10.07	10.34	0.32	0.33	0.22	0.22	56.7	54.6	7.88	7.94	4.5
East North Central	32.29	31.89	9.26	8.50	0.33	0.36	0.23	0.22	44.2	44.3	5.47	5.39	-5.8
West North Central	39.07	35.59	10.21	9.82	0.32	0.32	0.21	0.20	43.8	44.9	5.90	5.96	4.0
West South Central	25.16	23.93	8.32	7.38	0.36	0.36	0.22	0.21	52.9	56.1	6.33	6.00	-10.8
Mountain	20.27	22.64	6.04	6.43	0.32	0.37	0.25	0.27	54.1	55.0	3.26	3.42	3.8
Pacific	47.44	45.19	11.13	10.76	0.30	0.32	0.23	0.22	60.5	68.2	8.26	8.99	3.0
AFFILIATION:													
Chain	$ 30.91	$ 30.92	$ 10.66	$ 10.41	0.32	0.32	0.21	0.21	59.3	57.3	$ 8.69	$ 8.40	-0.3
Independent	61.00	59.38	12.09	11.76	0.33	0.35	0.24	0.23	52.5	53.2	7.88	7.96	1.7
LOCATION:													
Center City	$ 34.75	$ 33.20	$ 13.32	$ 12.62	0.30	0.31	0.21	0.21	66.8	65.0	$ 12.24	$ 11.54	-0.9
Suburban	31.59	32.95	9.17	9.09	0.34	0.36	0.24	0.22	48.6	48.4	5.90	6.18	1.5
Airport	27.67	28.93	9.76	9.53	0.33	0.32	0.21	0.20	52.1	54.0	6.95	6.96	-7.7
Highway	29.51	28.57	9.15	9.32	0.32	0.34	0.22	0.22	42.6	43.4	4.87	5.48	16.2
Resort	46.48	46.36	10.26	10.19	0.32	0.34	0.22	0.22	53.8	49.7	6.81	6.43	-0.2
SIZE:													
Under 150 Rooms	$ 45.77	$ 43.68	$ 7.69	$ 7.11	0.36	0.38	0.26	0.26	45.8	45.0	$ 4.17	$ 3.71	-6.6
150 - 299 Rooms	32.25	32.15	9.87	9.49	0.33	0.35	0.23	0.22	51.3	49.9	7.39	6.99	-2.7
300 - 600 Rooms	34.76	34.82	10.72	10.71	0.33	0.33	0.23	0.22	57.8	56.5	8.12	8.20	1.7
Over 600 Rooms	35.89	35.28	13.22	12.96	0.29	0.29	0.19	0.19	64.7	63.1	10.96	10.79	3.0
TYPE:													
Hotel	$ 38.29	$ 37.84	$ 11.66	$ 11.46	0.31	0.32	0.22	0.21	60.8	59.1	$ 9.49	$ 9.31	0.8
Motor Hotel	22.36	22.81	6.93	6.54	0.35	0.35	0.23	0.21	41.9	41.1	3.68	3.54	-4.3
Economy	*	*	*	*	*	*	*	*	*	*	*	*	*
All Suites	43.84	39.60	13.71	13.66	0.31	0.32	0.21	0.21	43.3	42.8	8.12	7.74	9.6

* Insufficient Response

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF JULY 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 44.22	$ 42.79	$ 12.24	$ 11.75	0.31	0.31	0.22	0.21	48.1	47.9	$ 8.10	$ 7.80	0.8
CENSUS REGION:													
Northeast	$ 49.64	$ 47.42	$ 15.78	$ 15.20	0.29	0.29	0.20	0.20	55.9	53.8	$ 11.96	$ 11.16	-3.7
North Central	43.71	42.52	9.66	9.33	0.33	0.33	0.23	0.23	43.3	43.7	5.56	5.41	0.2
South	40.48	39.29	11.85	11.30	0.32	0.32	0.21	0.22	44.1	44.7	7.22	7.04	1.5
West	48.88	47.22	11.49	10.91	0.31	0.32	0.23	0.23	52.3	51.4	7.28	6.93	4.9
CENSUS DIVISION:													
New England	$ 48.20	$ 45.60	$ 11.74	$ 11.37	0.33	0.34	0.22	0.23	54.7	53.6	$ 8.65	$ 8.51	-2.9
Middle Atlantic	49.85	47.69	16.54	15.90	0.28	0.28	0.20	0.20	56.0	53.9	12.56	11.62	-3.9
South Atlantic	44.82	43.80	12.63	12.04	0.31	0.31	0.21	0.21	43.5	43.9	7.56	7.31	0.8
East North Central	42.20	41.33	9.37	9.06	0.33	0.34	0.24	0.24	42.7	43.2	5.43	5.30	-1.3
East South Central	19.12	18.36	*	*	*	*	*	*	*	*	*	*	*
West North Central	47.10	45.23	10.18	9.85	0.32	0.32	0.22	0.23	44.5	44.6	5.81	5.62	2.9
West South Central	28.55	27.30	9.16	8.69	0.33	0.33	0.21	0.22	46.7	48.5	6.02	6.07	4.1
Mountain	32.15	35.40	9.31	9.53	0.33	0.33	0.26	0.25	48.9	44.9	5.76	5.37	-2.6
Pacific	51.47	49.08	11.71	11.07	0.31	0.32	0.23	0.22	53.4	53.8	7.80	7.52	5.7
AFFILIATION:													
Chain	$ 38.84	$ 37.78	$ 12.06	$ 11.58	0.30	0.31	0.21	0.21	49.1	48.3	$ 8.15	$ 7.80	0.6
Independent	71.01	68.12	12.97	12.41	0.32	0.32	0.23	0.23	44.9	46.7	7.89	7.80	1.6
LOCATION:													
Center City	$ 43.80	$ 42.09	$ 14.24	$ 13.71	0.29	0.29	0.21	0.21	54.7	54.1	$ 10.97	$ 10.55	-0.3
Suburban	37.37	37.20	9.50	9.37	0.34	0.34	0.23	0.23	45.1	44.1	5.75	5.66	4.3
Airport	33.17	32.95	10.36	10.04	0.32	0.33	0.22	0.21	46.9	46.1	6.27	5.97	-2.9
Highway	34.06	33.70	9.19	8.68	0.32	0.33	0.22	0.23	37.6	38.6	4.63	4.43	0.1
Resort	61.80	58.90	13.48	12.65	0.32	0.32	0.22	0.21	41.1	41.7	7.33	7.02	2.1
SIZE:													
Under 150 Rooms	$ 46.11	$ 44.15	$ 9.07	$ 8.42	0.36	0.37	0.26	0.26	44.4	43.2	$ 4.98	$ 4.51	-4.9
150 - 299 Rooms	37.46	36.52	9.86	9.46	0.33	0.34	0.23	0.24	46.7	46.6	6.36	6.09	1.3
300 - 600 Rooms	45.69	44.36	12.47	12.11	0.31	0.32	0.22	0.21	45.7	45.7	7.62	7.38	3.2
Over 600 Rooms	48.50	46.51	15.31	14.59	0.28	0.28	0.19	0.19	51.7	51.4	11.09	10.48	-1.0
TYPE:													
Hotel	$ 48.68	$ 46.91	$ 13.17	$ 12.62	0.30	0.31	0.21	0.21	49.1	49.0	$ 8.91	$ 8.60	0.8
Motor Hotel	26.65	26.07	7.43	7.14	0.35	0.35	0.23	0.22	41.9	40.6	4.16	3.94	0.9
Economy	8.96	8.64	*	*	*	*	*	*	*	*	*	*	16.1
All Suites	44.87	45.10	14.48	13.98	0.32	0.32	0.24	0.25	42.5	41.9	8.16	7.76	-1.8

* Insufficient Response

TWELVE MONTH ROOMS REPORT - AS OF JULY 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	66.2	65.4	63.5	63.0	$ 71.51	$ 69.02	$ 49.94	$ 48.23	$ 17.96	$ 17.27	21.0	21.1
CENSUS REGION:												
Northeast	71.2	73.5	46.3	44.9	$112.19	$106.54	$ 79.54	$ 76.21	$ 25.38	$ 23.28	21.7	21.0
North Central	61.7	61.9	40.3	41.7	55.30	53.43	40.80	39.24	13.43	12.94	23.2	23.2
South	66.8	64.6	79.8	80.2	63.78	60.92	41.21	39.25	15.37	15.25	19.5	20.4
West	63.6	63.4	58.6	57.7	66.11	64.61	46.58	45.61	15.24	14.62	23.3	23.2
CENSUS DIVISION:												
New England	64.4	67.6	40.3	39.7	$ 85.60	$ 81.74	$ 62.53	$ 59.36	$ 19.53	$ 18.16	21.4	21.1
Middle Atlantic	73.9	75.7	47.5	45.9	121.13	114.98	82.71	79.42	26.94	24.65	21.7	20.9
South Atlantic	69.6	67.7	91.6	92.1	67.13	63.89	40.99	38.85	16.21	16.17	19.4	20.6
East North Central	62.2	62.7	38.0	39.6	56.85	54.43	42.83	40.75	14.00	13.44	23.2	23.3
East South Central	53.1	56.9	*	*	44.74	44.18	*	*	*	*	*	*
West North Central	60.9	60.4	44.5	45.5	52.57	51.64	37.33	36.60	12.34	12.00	23.1	22.8
West South Central	60.7	57.9	48.4	48.8	55.38	53.58	42.06	40.68	12.96	12.60	19.4	19.5
Mountain	57.4	56.1	46.6	45.5	53.30	52.45	39.76	39.20	14.57	14.50	24.7	25.3
Pacific	67.1	68.1	61.2	60.4	72.34	70.98	47.93	46.90	15.64	14.69	22.6	22.0
AFFILIATION:												
Chain	66.5	65.7	61.0	60.1	$ 68.98	$ 66.77	$ 49.03	$ 47.49	$ 17.28	$ 16.44	20.9	20.6
Independent	64.7	64.4	75.3	76.1	84.01	80.04	53.74	51.28	21.99	22.15	21.5	23.4
LOCATION:												
Center City	66.4	66.3	51.2	50.9	$ 92.44	$ 88.62	$ 66.31	$ 63.19	$ 22.22	$ 20.92	21.4	21.1
Suburban	63.2	61.4	50.5	49.3	58.72	57.74	40.16	39.83	13.41	12.93	21.0	20.8
Airport	66.7	66.9	38.1	39.8	57.00	55.60	45.98	44.55	13.55	12.97	21.9	21.6
Highway	65.4	64.7	88.4	85.6	46.03	44.63	27.27	26.71	11.92	11.02	22.0	21.1
Resort	69.8	68.2	102.4	102.8	85.08	80.24	47.69	45.33	18.64	18.98	19.1	21.0
SIZE:												
Under 150 Rooms	63.4	62.5	63.0	62.2	$ 48.88	$ 47.07	$ 32.54	$ 31.53	$ 14.46	$ 13.65	27.9	27.7
150 - 299 Rooms	63.1	61.6	56.8	55.5	60.81	59.53	41.90	41.38	15.18	14.83	21.7	21.6
300 - 600 Rooms	66.5	65.9	61.9	61.9	76.32	73.37	51.16	49.05	15.99	15.51	19.3	19.5
Over 600 Rooms	73.6	73.6	71.5	70.9	98.98	94.07	62.21	59.42	23.03	21.80	20.9	21.1
TYPE:												
Hotel	66.7	66.4	56.6	56.6	$ 86.07	$ 82.73	$ 59.50	$ 57.07	$ 19.52	$ 18.76	20.6	20.8
Motor Hotel	65.2	63.5	70.8	68.3	46.42	45.05	29.64	29.20	11.38	10.70	21.6	21.0
Economy	64.0	63.2	81.4	83.5	36.52	35.18	21.61	20.78	13.02	12.78	38.7	39.0
All Suites	69.3	67.7	115.1	114.1	82.59	79.61	41.58	40.20	18.98	18.52	19.9	20.2

* Insufficient Response

TWELVE MONTH TREND REPORT - AS OF JULY 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUL	% CHG	JUL	% CHG	JUL	% CHG	JUL	% CHG
TOTAL	6.7	7.0	5.0	10.2	66.2	1.2	63.5	0.8	$ 71.51	3.6	$102.61	3.3
CENSUS REGION:												
Northeast	1.8	2.0	-0.1	7.3	71.2	-3.1	46.3	3.1	$112.19	5.3	$162.49	5.2
North Central	2.9	3.1	2.7	0.9	61.7	-0.3	40.3	-3.4	55.30	3.5	86.90	3.3
South	9.5	9.7	7.7	14.2	66.8	3.4	79.8	-0.5	63.78	4.7	90.57	4.5
West	9.1	9.6	7.5	9.5	63.6	0.3	58.6	1.6	66.11	2.3	92.34	1.8
CENSUS DIVISION:												
New England	1.3	0.5	0.7	10.9	64.4	-4.7	40.3	1.5	$ 85.60	4.7	$119.49	5.6
Middle Atlantic	2.0	2.4	-0.2	6.4	73.9	-2.4	47.5	3.5	121.13	5.3	176.95	5.0
South Atlantic	10.1	10.4	7.9	14.8	69.6	2.8	91.6	-0.5	67.13	5.1	97.17	4.7
East North Central	3.0	3.6	2.0	0.7	62.2	-0.8	38.0	-4.0	56.85	4.4	87.41	3.8
East South Central	-5.4	-5.5	*	*	53.1	-6.7	*	*	44.74	1.3	65.29	1.3
West North Central	2.7	2.1	3.9	1.5	60.9	0.8	44.5	-2.2	52.57	1.8	86.01	2.4
West South Central	7.7	7.6	7.2	12.6	60.7	4.8	48.4	-0.8	55.38	3.4	73.75	3.5
Mountain	2.9	3.5	-0.1	4.1	57.4	2.3	46.6	2.4	53.30	1.6	73.99	1.0
Pacific	11.5	11.9	9.6	22.2	67.1	-1.5	61.2	1.3	72.34	1.9	101.26	1.5
AFFILIATION:												
Chain	6.3	6.9	4.2	8.8	66.5	1.2	61.0	1.5	$ 68.98	3.3	$ 96.41	2.8
Independent	8.0	7.6	7.4	13.8	64.7	0.5	75.3	-1.1	84.01	5.0	133.22	5.3
LOCATION:												
Center City	5.0	5.4	3.0	7.9	66.4	0.2	51.2	0.6	$ 92.44	4.3	$132.29	3.8
Suburban	8.5	8.2	8.7	13.5	63.2	2.9	50.5	2.4	58.72	1.7	81.76	2.0
Airport	5.4	7.1	1.2	2.8	66.7	-0.3	38.1	-4.3	57.00	2.5	78.17	1.0
Highway	6.2	6.2	5.2	9.3	65.4	1.1	88.4	3.3	46.03	3.1	58.27	3.1
Resort	9.3	9.5	7.5	13.7	69.8	2.3	102.4	-0.4	85.08	6.0	135.55	5.8
SIZE:												
Under 150 Rooms	6.5	7.2	3.0	5.4	63.4	1.4	63.0	1.3	$ 48.88	3.8	$ 59.36	3.1
150 - 299 Rooms	7.1	7.3	6.2	8.7	63.1	2.4	56.8	2.3	60.81	2.2	85.61	2.0
300 - 600 Rooms	7.6	7.7	6.6	11.3	66.5	0.9	61.9	-	76.32	4.0	113.70	3.9
Over 600 Rooms	5.5	6.0	2.9	10.5	73.6	-	71.5	0.8	98.98	5.2	147.98	4.7
TYPE:												
Hotel	6.4	6.7	5.0	10.5	66.7	0.5	56.6	-	$ 86.07	4.0	$129.93	3.8
Motor Hotel	6.7	7.1	5.0	8.1	65.2	2.7	70.8	3.7	46.42	3.0	57.89	2.7
Economy	10.3	10.0	23.4	17.4	64.0	1.3	81.4	-2.5	36.52	3.8	37.78	4.1
All Suites	8.3	9.0	5.3	8.5	69.3	2.4	115.1	0.9	82.59	3.7	109.66	3.1

* Insufficient Response
\- No Change

TWELVE-MONTH VARIATION REPORT - AS OF JULY 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	6.7	7.0	5.0	6.0	2.1	10.2	3.3	3.6	3.2	8.5	5.4	4.0	4.1
CENSUS REGION:													
Northeast	1.8	2.0	-0.1	0.8	-2.7	7.3	5.2	5.3	2.8	10.8	10.5	9.0	8.0
North Central	2.9	3.1	2.7	3.9	-0.6	0.9	3.3	3.5	2.3	0.6	3.3	3.8	2.0
South	9.5	9.7	7.7	8.7	4.9	14.2	4.5	4.7	4.3	10.1	2.7	0.8	2.3
West	9.1	9.6	7.5	8.7	4.2	9.5	1.8	2.3	2.6	2.5	4.4	4.2	3.8
CENSUS DIVISION:													
New England	1.3	0.5	0.7	1.1	-0.5	10.9	5.6	4.7	5.6	16.2	6.8	7.5	8.5
Middle Atlantic	2.0	2.4	-0.2	0.8	-3.1	6.4	5.0	5.3	2.3	9.5	11.2	9.3	7.9
South Atlantic	10.1	10.4	7.9	8.8	5.2	14.8	4.7	5.1	4.4	10.7	3.1	0.2	2.4
East North Central	3.0	3.6	2.0	2.7	0.1	0.7	3.8	4.4	2.1	0.9	3.4	4.2	0.8
East South Central	-5.4	-5.5	*	*	-0.8	*	1.3	1.3	*	*	*	*	*
West North Central	2.7	2.1	3.9	5.8	-1.7	1.5	2.4	1.8	2.7	0.6	3.2	2.8	3.9
West South Central	7.7	7.6	7.2	8.4	3.5	12.6	3.5	3.4	3.4	8.2	1.3	2.9	1.4
Mountain	2.9	3.5	-0.1	0.4	-1.3	4.1	1.0	1.6	-1.4	1.7	3.5	0.5	1.5
Pacific	11.5	11.9	9.6	10.7	5.9	22.2	1.5	1.9	3.6	11.5	7.0	6.5	6.0
AFFILIATION:													
Chain	6.3	6.9	4.2	5.2	1.4	8.8	2.8	3.3	2.0	6.9	5.5	5.1	4.1
Independent	8.0	7.6	7.4	8.5	4.3	13.8	5.3	5.0	7.4	13.5	5.5	-0.7	4.5
LOCATION:													
Center City	5.0	5.4	3.0	4.0	-0.1	7.9	3.8	4.3	3.0	8.2	7.3	6.2	5.5
Suburban	8.5	8.2	8.7	10.8	3.1	13.5	2.0	1.7	3.4	9.3	3.5	3.7	2.4
Airport	5.4	7.1	1.2	2.6	-3.0	2.8	1.0	2.5	1.0	1.2	3.9	4.5	3.9
Highway	6.2	6.2	5.2	7.3	-0.5	9.3	3.1	3.1	-	3.9	2.7	8.2	-5.2
Resort	9.3	9.5	7.5	7.6	7.3	13.7	5.8	6.0	5.2	11.5	5.2	-1.8	4.7
SIZE:													
Under 150 Rooms	6.5	7.2	3.0	4.0	0.1	5.4	3.1	3.8	3.4	5.5	4.9	5.9	5.6
150 - 299 Rooms	7.1	7.3	6.2	7.9	1.8	8.7	2.0	2.2	2.9	4.7	1.7	2.4	1.0
300 - 600 Rooms	7.6	7.7	6.6	7.6	3.7	11.3	3.9	4.0	3.1	8.4	3.8	3.1	2.4
Over 600 Rooms	5.5	6.0	2.9	3.5	1.1	10.5	4.7	5.2	3.8	11.5	9.2	5.6	7.4
TYPE:													
Hotel	6.4	6.7	5.0	5.9	2.3	10.5	3.8	4.0	3.7	9.6	6.1	4.1	4.4
Motor Hotel	6.7	7.1	5.0	6.9	0.1	8.1	2.7	3.0	1.7	4.3	4.2	6.4	4.1
Economy	10.3	10.0	23.4	21.5	29.4	17.4	4.1	3.8	18.6	12.2	0.1	1.9	*
All Suites	8.3	9.0	5.3	6.3	2.4	8.5	3.1	3.7	2.0	4.0	2.2	2.5	1.1

* Insufficient Response
\- No Change

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF JULY 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 44.56	$ 43.18	$ 12.52	$ 11.99	0.31	0.31	0.22	0.22	47.9	47.4	$ 8.22	$ 7.91	1.8
CENSUS REGION:													
Northeast	$ 50.00	$ 48.64	$ 16.19	$ 15.75	0.29	0.29	0.20	0.20	53.0	50.4	$ 11.55	$ 10.78	-2.3
North Central	44.24	43.24	9.52	9.29	0.33	0.33	0.23	0.23	42.9	43.1	5.42	5.36	1.9
South	40.67	39.00	12.22	11.47	0.32	0.32	0.22	0.22	45.2	45.8	7.54	7.35	2.6
West	48.37	47.13	11.51	10.94	0.32	0.33	0.23	0.22	51.0	49.9	7.44	6.96	4.7
CENSUS DIVISION:													
New England	$ 50.26	$ 47.59	$ 12.85	$ 12.44	0.32	0.33	0.23	0.23	52.9	51.2	$ 9.35	$ 8.98	-1.7
Middle Atlantic	49.93	48.83	16.97	16.50	0.28	0.28	0.20	0.20	53.0	50.2	12.04	11.18	-2.5
South Atlantic	44.69	42.79	13.06	12.14	0.32	0.32	0.22	0.22	44.8	45.4	7.95	7.69	1.7
East North Central	42.69	41.83	9.12	8.99	0.34	0.34	0.23	0.23	43.1	43.4	5.35	5.37	1.7
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	46.86	45.64	10.06	9.70	0.32	0.32	0.24	0.23	42.6	42.7	5.52	5.35	2.1
West South Central	29.93	28.94	9.47	9.18	0.33	0.33	0.21	0.23	47.0	48.2	6.19	6.18	6.1
Mountain	43.20	43.80	11.38	11.08	0.36	0.35	0.22	0.22	47.9	46.9	7.24	6.88	-2.4
Pacific	49.82	48.11	11.54	10.91	0.31	0.33	0.23	0.22	53.4	52.7	7.56	7.02	6.2
AFFILIATION:													
Chain	$ 39.43	$ 38.65	$ 12.13	$ 11.70	0.31	0.31	0.21	0.21	48.1	47.1	$ 8.08	$ 7.73	1.8
Independent	70.25	65.40	14.04	13.09	0.32	0.33	0.23	0.23	47.2	48.2	8.89	8.75	2.1
LOCATION:													
Center City	$ 44.48	$ 43.20	$ 14.49	$ 13.93	0.29	0.29	0.21	0.21	52.9	51.8	$ 10.68	$ 10.16	0.6
Suburban	40.12	38.79	10.22	9.66	0.34	0.33	0.23	0.23	44.1	43.1	5.89	5.81	5.6
Airport	33.98	33.63	10.46	10.09	0.32	0.32	0.22	0.22	46.6	45.8	6.44	6.12	-1.3
Highway	34.11	34.11	9.02	8.68	0.33	0.33	0.23	0.23	39.1	39.6	4.65	4.58	1.2
Resort	59.62	56.67	13.64	12.97	0.33	0.33	0.22	0.22	43.5	43.8	8.01	7.72	2.9
SIZE:													
Under 150 Rooms	$ 44.49	$ 43.04	$ 9.07	$ 8.51	0.37	0.37	0.26	0.27	43.2	42.9	$ 4.94	$ 4.60	-3.4
150 - 299 Rooms	38.25	37.16	10.42	9.78	0.33	0.34	0.24	0.24	46.7	46.6	6.53	6.36	2.3
300 - 600 Rooms	45.67	44.30	12.46	12.11	0.32	0.32	0.22	0.22	46.3	46.2	7.76	7.68	4.8
Over 600 Rooms	49.24	47.43	15.69	14.97	0.29	0.28	0.19	0.19	50.7	49.4	11.14	10.35	-1.1
TYPE:													
Hotel	$ 48.85	$ 47.12	$ 13.45	$ 12.82	0.31	0.31	0.21	0.21	48.9	48.3	$ 9.00	$ 8.61	1.4
Motor Hotel	27.28	26.82	7.49	7.31	0.36	0.36	0.23	0.23	41.6	40.5	4.25	4.10	3.8
Economy	9.38	8.64	*	*	*	*	*	*	*	*	*	*	*
All Suites	47.40	46.47	14.97	14.38	0.32	0.33	0.24	0.25	42.5	42.8	8.47	8.27	1.8

* Insufficient Response

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Laventhol & Horwath
Certified Public Accountants

NATIONAL TREND OF BUSINESS
Lodging Industry

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AUGUST 1989 COMPARED WITH AUGUST 1988

END OF SUMMER SEASON RATES SHOW SLIGHT INCREASE

The national occupancy rate for the month of August, reported at 73.2 percent, rose 0.7 percent compared with August 1988. The rooms department performed well this month, with increases experienced by most regions of the country, as occupancies rose as much as 8.9 percent. Demand for properties in the New England sector increased sharply as indicated by the occupancy rise of 14.1 percent. Looking on a year-to-date basis, the occupancy rate for the nation increased slightly by 0.6 percent from the comparable month last year, while airport and center city properties were the only ones to report any decrease.

All regions of the country continue to report increased room rates, as room sales per occupied room rose 1.8 percent. This increase is especially significant in the Northeastern area of our country where rates increased up to 5.1 percent. Although an increase is apparent, the South Central divisions of the country report declines of 3.4 percent. Total sales for this month increased 1.3 percent. Average room rates year-to-date through August have increased 3.6 percent. Increases in average room rate have been felt throughout the country as all segments experience the close of the summer season. Resort properties show a substantial increase of 6.5 percent. Year-to-date total sales increased 3.5 percent.

The increase in occupancies was slight enough, it did not help food and beverage operations in August. On a national basis the number of covers served declined 1.4 percent. The food and beverage sales percent change also decreased 0.6 percent. Average receipt per cover rose from $10.71 in 1988 to $10.94 this month. Although there may have been some increase in the number of cover served in some areas of the country, the number of covers in the Mountain division surged 18.9 percent while their average receipt per cover decreased. The year-to-date number of covers increased a slim 0.6 percent; year-to-date receipt per cover increased from $11.67 to $12.14.

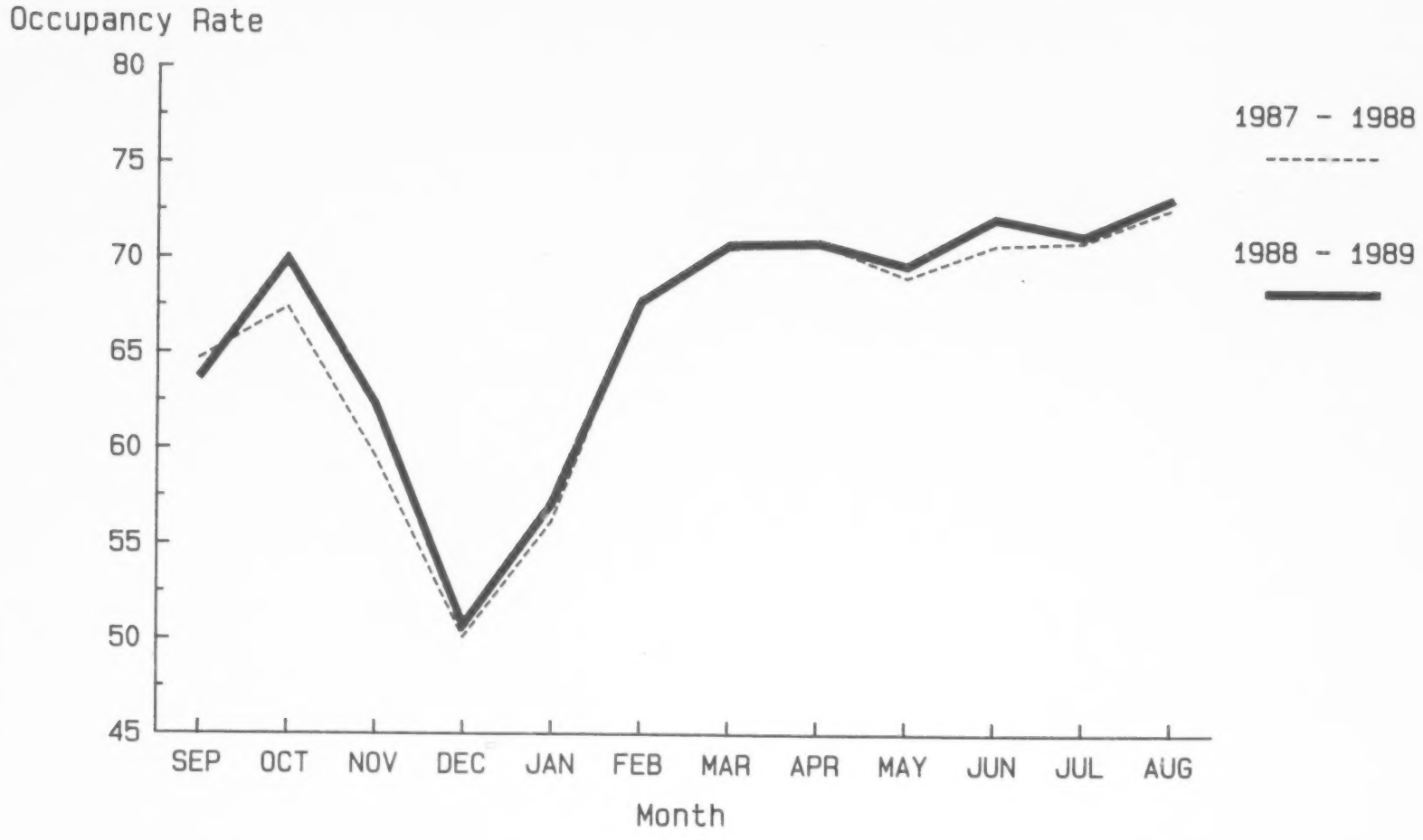
SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	66.7%	-0.3%
AFFILIATION:		
Chain	67.6	1.7
Independent	65.7	-4.8
CENSUS REGION:		
Northeast	74.7	7.9
North Central	59.0	-3.1
South	67.9	0.7
West	66.7	—
CENSUS DIVISION:		
New England	60.3	-1.1
Middle Atlantic	76.3	6.8
South Atlantic	73.1	1.2
East North Central	59.8	-4.1
East South Central	**	**
West North Central	58.0	-0.7
West South Central	60.6	1.5
Mountain	63.6	1.8
Pacific	69.5	-0.7
LOCATION:		
Center City	66.1	0.6
Suburban	62.4	-0.6
Airport	71.4	-3.3
Highway	65.3	4.1
Resort	72.7	2.7
SIZE:		
Under 150 rooms	61.6	-0.6
150 to 299 rooms	64.7	1.6
300 to 600 rooms	65.9	-3.5
Over 600 rooms	77.6	0.1
TYPE:		
Hotel	68.8	1.6
Motor Hotel	66.1	-1.2
Economy	64.1	-3.1

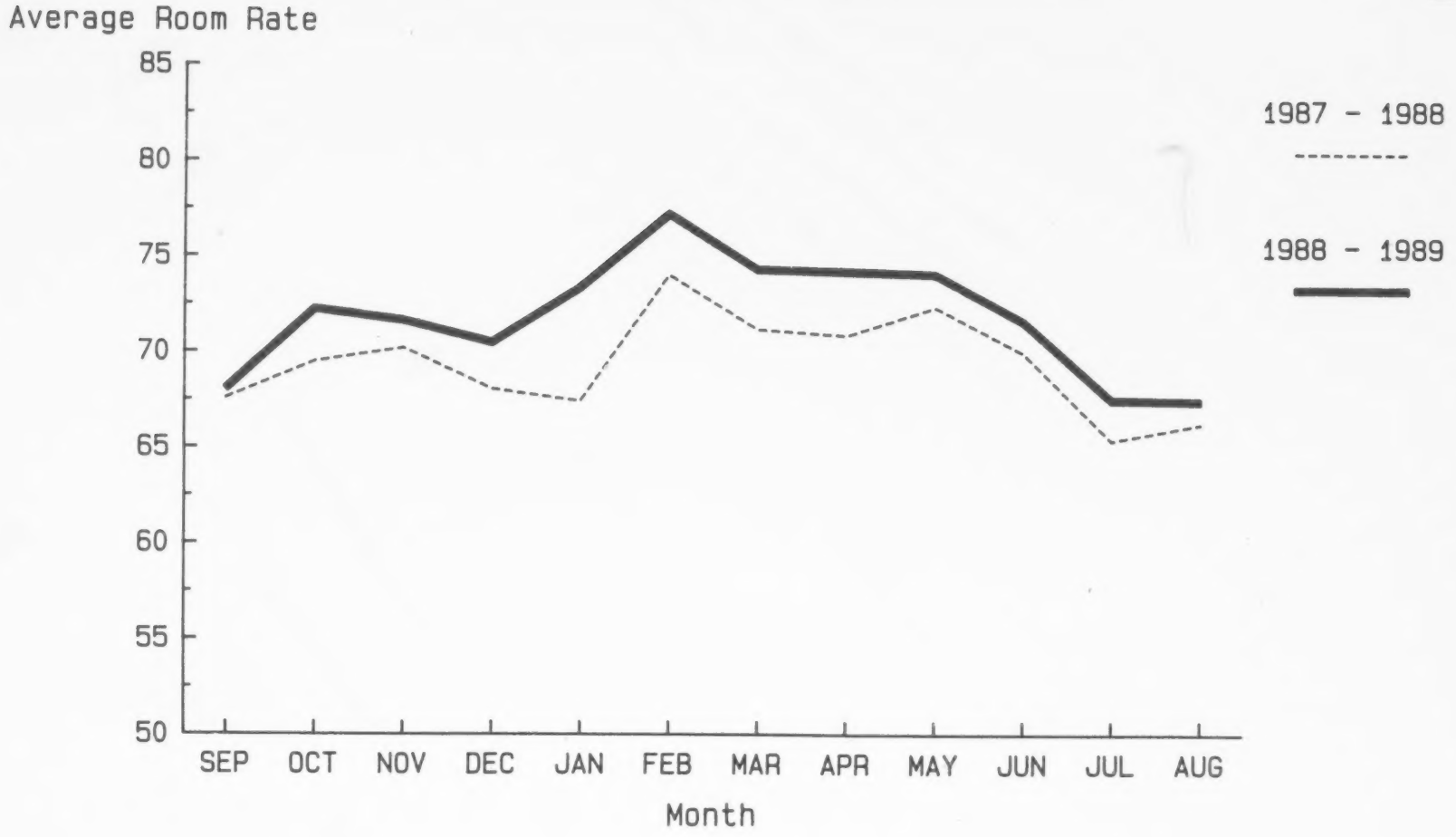
* From Previous Month
** Insufficient Response
— No Change

Mark Lomanno, Director
Myra Nyz, Consultant
Research Division

NATIONAL OCCUPANCY RATE
SEPTEMBER 1987 - AUGUST 1988
SEPTEMBER 1988 - AUGUST 1989



NATIONAL AVERAGE ROOM RATE
SEPTEMBER 1987 - AUGUST 1988
SEPTEMBER 1988 - AUGUST 1989



ROOMS REPORT - AUGUST 1989 COMPARED WITH AUGUST 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	73.2	72.7	80.9	79.7	$ 67.45	$ 66.27	$ 43.40	$ 42.71	$ 17.96	$ 16.66	22.8	21.9
CENSUS REGION:												
Northeast	78.4	79.8	55.1	57.9	$113.43	$107.94	$ 74.99	$ 70.15	$ 26.44	$ 24.63	22.9	22.3
North Central	69.9	74.2	50.2	48.4	53.49	52.59	35.68	35.39	12.62	11.66	23.7	22.6
South	70.9	69.6	99.9	98.7	57.28	56.74	32.29	32.44	15.38	14.04	22.5	21.0
West	77.2	75.8	85.8	81.1	68.49	67.85	44.94	45.00	12.54	12.45	23.6	25.5
CENSUS DIVISION:												
New England	69.6	61.0	*	*	$ 59.44	$ 63.72	$ *	$ *	$ *	$ *	*	*
Middle Atlantic	78.7	80.5	55.1	58.1	115.04	109.07	75.14	70.29	26.49	24.69	22.8	22.3
South Atlantic	74.8	72.1	118.0	115.8	59.44	57.79	31.02	30.30	15.78	14.97	22.3	22.4
East North Central	69.6	73.1	48.2	45.7	53.81	52.61	36.69	36.48	12.74	11.61	23.6	22.2
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	70.4	75.9	54.4	54.0	52.98	52.56	33.62	33.22	12.37	11.76	23.9	23.2
West South Central	64.2	65.5	60.3	64.7	52.94	54.81	36.18	38.15	14.42	12.05	23.1	18.1
Mountain	71.0	67.2	73.8	41.4	51.53	51.87	26.95	32.00	9.67	9.67	22.4	25.9
Pacific	80.8	81.3	87.0	84.9	77.12	76.29	46.60	45.95	14.97	14.85	24.2	25.2
AFFILIATION:												
Chain	73.5	73.1	80.1	76.9	$ 66.01	$ 64.93	$ 42.88	$ 42.74	$ 17.91	$ 16.60	22.7	21.8
Independent	71.4	71.0	84.7	93.4	74.96	73.23	45.88	42.59	18.28	17.06	23.5	23.1
LOCATION:												
Center City	69.4	70.9	65.8	67.7	$ 85.91	$ 86.04	$ 58.01	$ 57.06	$ 23.30	$ 21.23	24.1	22.6
Suburban	71.3	70.8	68.2	62.5	57.68	56.19	35.86	35.61	13.16	12.37	21.7	21.5
Airport	74.6	72.5	49.5	52.5	55.71	54.59	41.51	40.38	11.65	11.35	20.0	19.7
Highway	76.5	75.1	110.7	111.2	46.62	44.99	24.45	23.32	11.27	10.87	22.7	22.9
Resort	78.4	76.8	128.1	124.9	79.03	74.09	39.87	37.78	17.59	15.83	21.0	20.7
SIZE:												
Under 150 Rooms	72.6	72.1	75.5	72.0	$ 50.10	$ 48.35	$ 30.05	$ 29.82	$ 13.99	$ 13.13	31.7	31.1
150 - 299 Rooms	71.8	69.6	71.6	71.1	56.91	57.04	36.35	37.04	15.25	13.84	23.2	21.8
300 - 600 Rooms	70.7	71.0	75.8	76.0	71.26	70.27	45.16	44.02	14.54	13.80	20.0	19.4
Over 600 Rooms	78.9	80.4	94.6	92.0	91.80	88.21	51.50	49.68	23.42	21.62	23.1	22.2
TYPE:												
Hotel	71.6	71.7	73.0	71.8	$ 80.73	$ 78.97	$ 52.85	$ 51.40	$ 20.20	$ 18.78	22.7	21.8
Motor Hotel	74.8	73.7	88.8	85.8	47.74	47.25	27.00	28.21	11.42	10.11	21.2	19.6
Economy	78.8	77.4	89.4	96.9	40.16	38.52	22.05	20.30	12.94	12.29	36.3	36.9
All Suites	74.2	73.1	147.0	149.4	79.24	77.53	33.54	32.24	17.59	17.40	19.6	19.7

* Insufficient Response

YEAR TO DATE ROOMS REPORT - AS OF AUGUST 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	68.5	68.1	66.2	65.4	$ 72.30	$ 70.01	$ 50.14	$ 48.48	$ 18.31	$ 17.32	21.0	20.7
CENSUS REGION:												
Northeast	69.2	72.3	46.5	46.0	$110.59	$105.03	$ 78.71	$ 74.81	$ 26.38	$ 24.12	22.9	22.1
North Central	61.6	62.7	40.9	40.7	56.52	54.69	40.84	39.75	13.51	12.94	23.4	23.2
South	70.9	69.0	83.3	83.3	65.87	62.85	42.09	40.17	15.41	14.74	18.7	18.8
West	65.6	65.5	60.8	59.1	67.00	66.12	47.73	47.19	14.78	13.97	23.1	22.6
CENSUS DIVISION:												
New England	61.7	63.4	39.4	37.0	$ 82.37	$ 79.93	$ 61.07	$ 59.32	$ 19.61	$ 18.35	22.3	21.9
Middle Atlantic	72.0	74.8	47.7	47.6	119.32	112.89	81.59	77.31	27.92	25.42	23.0	22.1
South Atlantic	75.1	72.8	96.2	95.9	70.11	66.37	42.12	39.82	16.27	15.62	18.5	18.8
East North Central	62.3	63.6	38.8	38.2	57.97	55.72	42.88	41.65	13.74	13.05	22.9	22.6
East South Central	46.8	51.6	23.3	24.0	44.31	45.43	37.83	40.34	*	*	*	*
West North Central	60.4	60.9	45.8	46.7	53.77	52.72	36.27	35.47	12.97	12.68	24.7	24.7
West South Central	62.4	61.4	49.2	51.2	55.65	54.63	42.05	41.34	12.98	12.34	19.3	18.5
Mountain	58.5	57.1	39.8	36.4	51.31	51.75	36.32	37.98	12.09	11.72	23.9	23.2
Pacific	69.4	70.6	63.1	61.5	74.14	73.13	48.77	48.01	15.79	14.87	22.9	22.4
AFFILIATION:												
Chain	68.6	68.4	64.0	62.3	$ 69.98	$ 67.58	$ 49.03	$ 47.69	$ 17.86	$ 16.81	21.1	20.8
Independent	68.1	67.1	76.3	79.6	85.20	82.39	54.77	51.74	21.08	20.46	20.3	20.6
LOCATION:												
Center City	66.3	67.2	52.7	52.8	$ 91.65	$ 88.30	$ 65.37	$ 62.51	$ 22.92	$ 21.39	22.2	21.7
Suburban	65.4	64.1	54.1	52.5	58.93	57.72	40.05	39.54	13.69	13.09	21.7	21.4
Airport	69.5	69.8	38.3	40.5	57.49	55.71	46.81	45.26	13.32	12.76	21.1	20.9
Highway	69.5	68.7	96.9	91.6	47.81	46.39	26.72	26.48	12.03	10.97	22.1	20.7
Resort	74.6	73.0	104.9	105.8	90.58	85.08	51.25	48.05	18.54	17.75	17.1	17.6
SIZE:												
Under 150 Rooms	65.8	65.6	63.8	62.6	$ 51.03	$ 49.14	$ 33.62	$ 32.65	$ 15.11	$ 14.05	28.4	27.6
150 - 299 Rooms	66.1	64.9	59.4	57.8	61.89	60.43	42.39	41.95	15.24	14.68	21.1	21.0
300 - 600 Rooms	68.6	68.5	63.0	63.5	77.23	74.19	52.13	49.83	16.03	15.51	18.9	19.1
Over 600 Rooms	74.5	75.0	76.7	74.9	98.40	94.26	60.77	58.27	23.52	21.71	21.4	20.8
TYPE:												
Hotel	68.1	68.0	58.1	57.9	$ 86.70	$ 83.52	$ 60.16	$ 57.71	$ 19.87	$ 18.83	20.7	20.5
Motor Hotel	68.7	68.1	74.9	72.0	47.60	46.14	29.51	29.34	11.85	10.67	21.9	20.4
Economy	68.0	67.4	88.5	92.4	38.89	37.41	21.58	20.49	12.81	12.33	36.4	36.7
All Suites	73.2	71.6	122.0	119.3	86.99	83.57	42.16	41.06	20.14	19.64	19.1	19.4

* Insufficient Response

TREND REPORT AUGUST 1989 COMPARED WITH AUGUST 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	AUG	% CHG	AUG	% CHG	AUG	% CHG	AUG	% CHG
TOTAL	2.7	3.2	-0.6	9.4	73.2	0.7	80.9	1.5	$ 67.45	1.8	$ 87.84	1.3
CENSUS REGION:												
Northeast	1.6	2.2	-3.0	8.0	78.4	-1.8	55.1	-4.8	$113.43	5.1	$152.22	4.4
North Central	-2.6	-4.1	1.5	0.8	69.9	-5.8	50.2	3.7	53.49	1.7	74.06	3.3
South	1.5	2.2	-3.7	11.4	70.9	1.9	99.9	1.2	57.28	1.0	73.99	0.2
West	8.8	8.9	7.6	20.0	77.2	1.8	85.8	5.8	68.49	0.9	86.01	0.8
CENSUS DIVISION:												
New England	7.2	6.6	*	*	69.6	14.1	*	*	$ 59.44	-6.7	$ 60.38	-6.2
Middle Atlantic	1.5	2.2	-3.0	7.9	78.7	-2.2	55.1	-5.2	115.04	5.5	154.96	4.8
South Atlantic	5.6	6.8	-0.6	14.0	74.8	3.7	118.0	1.9	59.44	2.9	77.47	1.7
East North Central	-2.2	-2.6	-2.8	4.6	69.6	-4.8	48.2	5.5	53.81	2.3	73.57	2.7
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	-3.2	-6.3	7.3	-8.8	70.4	-7.2	54.4	0.7	52.98	0.8	74.82	4.2
West South Central	-7.2	-6.9	-10.7	4.9	64.2	-2.0	60.3	-6.8	52.94	-3.4	67.00	-3.7
Mountain	4.7	4.6	5.2	6.1	71.0	5.7	73.8	78.3	51.53	-0.7	55.66	-0.6
Pacific	10.0	10.5	7.8	27.1	80.8	-0.6	87.0	2.5	77.12	1.1	101.45	0.6
AFFILIATION:												
Chain	2.5	3.3	-1.9	7.3	73.5	0.5	80.1	4.2	$ 66.01	1.7	$ 84.06	0.9
Independent	3.7	3.0	3.2	16.6	71.4	0.6	84.7	-9.3	74.96	2.4	107.60	3.0
LOCATION:												
Center City	-1.7	-2.1	-3.4	9.4	69.4	-2.1	65.8	-2.8	$ 85.91	-0.2	$112.93	0.2
Suburban	3.3	4.2	-1.8	13.1	71.3	0.7	68.2	9.1	57.68	2.7	74.00	1.8
Airport	6.9	8.8	0.5	-2.0	74.6	2.9	49.5	-5.7	55.71	2.1	70.86	0.2
Highway	7.1	7.4	4.5	10.9	76.5	1.9	110.7	-0.4	46.62	3.6	54.85	3.3
Resort	6.5	7.6	2.5	10.3	78.4	2.1	128.1	2.6	79.03	6.7	110.19	5.5
SIZE:												
Under 150 Rooms	6.1	5.2	4.7	63.1	72.6	0.7	75.5	4.9	$ 50.10	3.6	$ 59.26	4.5
150 - 299 Rooms	4.7	4.5	4.2	11.1	71.8	3.2	71.6	0.7	56.91	-0.2	72.92	-
300 - 600 Rooms	0.2	0.3	-1.4	7.4	70.7	-0.4	75.8	-0.3	71.26	1.4	96.67	1.3
Over 600 Rooms	2.2	3.9	-4.4	3.0	78.9	-1.9	94.6	2.8	91.80	4.1	121.63	2.3
TYPE:												
Hotel	1.9	2.7	-1.5	7.0	71.6	-0.1	73.0	1.7	$ 80.73	2.2	$109.98	1.5
Motor Hotel	3.2	2.9	4.6	3.3	74.8	1.5	88.8	3.5	47.74	1.0	56.54	1.3
Economy	10.7	10.8	12.3	2.4	78.8	1.8	89.4	-7.7	40.16	4.3	41.47	4.2
All Suites	8.2	6.3	0.1	54.0	74.2	1.5	147.0	-1.6	79.24	2.2	97.34	4.0

* Insufficient Response
\- No Change

YEAR TO DATE TREND REPORT - AS OF AUGUST 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	AUG	% CHG	AUG	% CHG	AUG	% CHG	AUG	% CHG
TOTAL	5.3	5.3	3.8	11.7	68.5	0.6	66.2	1.2	$ 72.50	3.6	$100.92	3.5
CENSUS REGION:												
Northeast	0.7	0.5	-0.2	6.0	69.2	-4.3	46.5	1.1	$110.59	5.3	$156.68	5.5
North Central	1.8	1.2	2.4	8.2	61.6	-1.8	40.9	0.5	56.52	3.3	86.66	4.0
South	7.4	7.5	5.0	16.1	70.9	2.8	83.3	-	65.87	4.8	91.02	4.7
West	8.2	8.3	7.6	12.4	65.6	0.2	60.8	2.9	67.00	1.3	89.16	1.2
CENSUS DIVISION:												
New England	-1.4	-1.8	-1.3	6.3	61.7	-5.7	39.4	6.5	$ 82.57	3.3	$103.05	3.7
Middle Atlantic	1.1	1.0	-0.1	5.9	72.0	-3.7	47.7	0.2	119.32	5.7	173.38	5.8
South Atlantic	8.9	9.3	5.5	17.3	75.1	3.2	96.2	0.3	70.11	5.6	98.99	5.2
East North Central	1.7	1.4	1.0	9.4	62.3	-2.0	38.8	1.6	57.97	4.0	89.11	4.4
East South Central	-9.7	-11.6	-5.1	*	46.8	-9.3	23.3	-2.9	44.31	-2.5	60.59	-0.4
West North Central	2.1	0.6	5.1	4.5	60.4	-0.8	45.8	-1.9	53.77	2.0	82.04	3.5
West South Central	2.9	2.5	3.0	10.0	62.4	1.6	49.2	-3.9	55.65	1.9	71.69	2.2
Mountain	0.3	1.0	-5.6	-0.8	58.5	2.5	39.8	9.3	51.31	-0.9	58.50	-1.6
Pacific	10.4	10.8	9.1	20.1	69.4	-1.7	63.1	2.6	74.14	1.4	103.10	1.1
AFFILIATION:												
Chain	4.9	5.1	3.0	10.3	68.6	0.3	64.0	2.7	$ 69.98	3.6	$ 94.77	3.3
Independent	6.8	6.3	6.1	15.3	68.1	1.5	76.3	-4.1	85.20	3.4	131.89	3.9
LOCATION:												
Center City	2.5	2.3	1.7	7.6	66.3	-1.3	52.7	-0.2	$ 91.65	3.8	$128.64	4.0
Suburban	5.2	5.3	3.9	11.9	65.4	2.0	54.1	3.0	58.93	2.1	78.68	2.0
Airport	5.8	7.6	-0.5	10.5	69.5	-0.4	38.3	-5.4	57.49	3.2	76.31	1.5
Highway	5.9	5.6	6.3	13.1	69.5	1.2	96.9	5.8	47.81	3.1	58.96	3.3
Resort	9.6	9.5	7.7	18.0	74.6	2.2	104.9	-0.9	90.58	6.5	138.24	6.5
SIZE:												
Under 150 Rooms	5.1	5.3	2.6	14.0	65.8	0.3	63.8	1.9	$ 51.03	3.8	$ 61.52	3.6
150 - 299 Rooms	5.6	5.8	4.5	7.9	66.1	1.8	59.4	2.8	61.89	2.4	84.34	2.2
300 - 600 Rooms	5.6	5.4	4.7	13.1	68.6	0.1	63.0	-0.8	77.23	4.1	111.33	4.3
Over 600 Rooms	4.8	4.9	2.6	12.5	74.5	-0.7	76.7	2.4	98.40	4.4	142.25	4.3
TYPE:												
Hotel	5.1	5.0	3.9	12.1	68.1	0.1	58.1	0.3	$ 86.70	3.8	$126.89	3.9
Motor Hotel	5.1	5.3	3.8	7.4	68.7	0.9	74.9	4.0	47.60	3.2	57.86	3.0
Economy	8.9	8.8	11.6	12.1	68.0	0.9	88.5	-4.2	38.89	4.0	40.16	4.1
All Suites	7.0	7.7	1.5	11.8	73.2	2.2	122.0	2.3	86.99	4.1	111.84	3.4

* Insufficient Response
\- No Change

VARIATION REPORT - AUGUST 1989 COMPARED WITH AUGUST 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	2.7	3.2	-0.6	0.6	-4.1	9.4	1.3	1.8	0.5	11.8	5.3	7.8	3.2
CENSUS REGION:													
Northeast	1.6	2.2	-3.0	-1.2	-8.0	8.0	4.4	5.1	0.1	10.8	5.3	7.3	4.2
North Central	-2.6	-4.1	1.5	3.3	-3.8	0.8	3.3	1.7	5.0	6.0	7.7	8.2	3.3
South	1.3	2.2	-3.7	-2.3	-7.6	11.4	0.2	1.0	-2.1	13.9	5.6	9.5	3.3
West	8.8	8.9	7.6	7.3	8.9	20.0	0.8	0.9	3.3	12.5	0.5	0.7	-2.1
CENSUS DIVISION:													
New England	7.2	6.6	*	*	*	*	-6.2	-6.7	*	*	*	*	*
Middle Atlantic	1.5	2.2	-3.0	-1.2	-8.0	7.9	4.8	5.5	0.1	10.8	5.2	7.3	4.2
South Atlantic	5.6	6.8	-0.6	-	-2.7	14.0	1.7	2.9	-2.8	11.9	2.9	5.4	2.4
East North Central	-2.2	-2.6	-2.8	-0.9	-8.3	4.6	2.7	2.3	-0.6	8.4	9.6	9.7	1.0
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	-3.2	-6.3	7.3	9.0	2.2	-8.8	4.2	0.8	13.4	-1.8	4.7	5.2	7.1
West South Central	-7.2	-6.9	-10.7	-8.0	-17.9	4.9	-3.7	-3.4	-1.5	16.8	11.6	19.7	4.2
Mountain	4.7	4.6	5.2	10.6	-10.3	6.1	-0.6	-0.7	-2.5	-1.5	-1.6	-	-7.5
Pacific	10.0	10.5	7.8	7.0	10.5	27.1	0.6	1.1	4.0	20.0	0.9	0.8	0.1
AFFILIATION:													
Chain	2.5	3.3	-1.9	-0.6	-5.8	7.3	0.9	1.7	-0.9	9.8	4.8	7.9	2.5
Independent	3.7	3.0	3.2	4.0	0.8	16.6	3.0	2.4	4.8	19.1	7.3	7.2	6.7
LOCATION:													
Center City	-1.7	-2.1	-3.4	-1.1	-10.2	9.4	0.2	-0.2	0.7	13.4	7.2	9.6	4.6
Suburban	3.3	4.2	-1.8	-1.9	-1.5	13.1	1.8	2.7	-3.3	13.9	3.3	6.4	-2.0
Airport	6.9	8.8	0.5	0.9	-0.5	-2.0	0.2	2.1	2.8	-0.7	4.1	2.6	5.1
Highway	7.1	7.4	4.5	4.8	3.5	10.9	3.3	3.6	-3.2	8.6	3.1	3.7	3.7
Resort	6.5	7.6	2.5	3.5	-0.4	10.3	5.5	6.7	3.4	13.8	5.4	11.1	5.4
SIZE:													
Under 150 Rooms	6.1	5.2	4.7	5.3	2.8	63.1	4.5	3.6	6.3	63.2	6.6	6.5	0.8
150 - 299 Rooms	4.7	4.5	4.2	5.6	0.3	11.1	-	-0.2	1.9	10.7	6.5	10.2	2.0
300 - 600 Rooms	0.2	0.3	-1.4	-0.6	-3.8	7.4	1.3	1.4	0.6	11.9	4.7	5.4	2.7
Over 600 Rooms	2.2	3.9	-4.4	-2.7	-9.3	3.0	2.3	4.1	-1.7	6.2	5.1	8.3	4.5
TYPE:													
Hotel	1.9	2.7	-1.5	-0.2	-5.2	7.0	1.5	2.2	-0.5	9.3	5.5	7.6	3.8
Motor Hotel	3.2	2.9	4.6	5.4	2.3	3.3	1.3	1.0	6.8	6.1	5.9	13.0	-0.3
Economy	10.7	10.8	12.3	12.8	10.0	2.4	4.2	4.3	7.9	4.6	5.8	5.3	*
All Suites	8.2	6.3	0.1	1.1	-3.1	54.0	4.0	2.2	-1.8	53.1	0.8	1.1	-0.1

* Insufficient Response
\- No Change

YEAR TO DATE VARIATION REPORT - AS OF AUGUST 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.3	5.3	3.8	4.6	1.6	11.7	3.5	3.6	3.2	11.5	5.5	5.7	3.6
CENSUS REGION:													
Northeast	0.7	0.5	-0.2	0.9	-3.6	6.0	5.5	5.3	4.3	11.1	10.2	9.4	8.2
North Central	1.8	1.2	2.4	3.5	-1.1	8.2	4.0	3.3	3.0	9.6	3.4	4.4	1.5
South	7.4	7.5	5.0	5.4	3.9	16.1	4.7	4.8	2.7	13.5	3.6	4.5	2.0
West	8.2	8.3	7.6	8.5	4.8	12.4	1.2	1.3	3.5	4.9	2.7	5.8	0.7
CENSUS DIVISION:													
New England	-1.4	-1.8	-1.3	-0.1	-4.2	6.3	3.7	3.3	5.7	14.1	5.5	6.9	8.0
Middle Atlantic	1.1	1.0	-0.1	1.1	-3.5	5.9	5.8	5.7	4.1	10.6	10.9	9.8	8.2
South Atlantic	8.9	9.3	5.5	5.6	5.2	17.3	5.2	5.6	2.0	13.5	3.6	4.2	1.5
East North Central	1.7	1.4	1.0	2.0	-2.0	9.4	4.4	4.0	2.0	10.7	3.2	5.3	-0.3
East South Central	-9.7	-11.6	-5.1	-3.1	-14.3	*	-0.4	-2.5	3.2	*	*	*	*
West North Central	2.1	0.6	5.1	6.5	0.8	4.5	3.5	2.0	5.2	5.8	3.8	2.3	5.1
West South Central	2.9	2.5	3.0	4.6	-1.4	10.0	2.2	1.9	3.9	10.7	2.8	5.2	2.5
Mountain	0.3	1.0	-5.6	-3.6	-11.4	-0.8	-1.6	-0.9	-8.9	-5.0	0.9	3.2	-1.7
Pacific	10.4	10.8	9.1	9.8	6.6	20.1	1.1	1.4	4.8	11.1	3.3	6.2	1.0
AFFILIATION:													
Chain	4.9	5.1	3.0	4.0	0.3	10.3	3.3	3.6	2.6	10.2	5.7	6.2	4.1
Independent	6.8	6.3	6.1	6.4	5.2	15.3	3.9	3.4	4.4	13.6	3.9	3.0	0.8
LOCATION:													
Center City	2.5	2.3	1.7	2.8	-1.4	7.6	4.0	3.8	3.8	10.0	7.0	7.2	5.3
Suburban	5.2	5.3	3.9	4.8	1.4	11.9	2.0	2.1	0.1	10.5	3.6	4.6	1.4
Airport	5.8	7.6	-0.5	0.9	-4.4	10.5	1.5	3.2	0.9	9.4	4.7	4.4	4.9
Highway	5.9	5.6	6.3	8.1	1.2	13.1	3.3	3.1	0.6	6.7	3.6	9.7	-4.4
Resort	9.6	9.5	7.7	7.6	8.0	18.0	6.5	6.5	5.0	15.7	5.6	4.5	3.3
SIZE:													
Under 150 Rooms	5.1	5.3	2.6	3.2	0.8	14.0	3.6	3.8	4.7	16.0	8.0	7.5	9.1
150 - 299 Rooms	5.6	5.8	4.5	5.6	1.6	7.9	2.2	2.4	2.5	4.7	2.7	3.8	2.6
300 - 600 Rooms	5.6	5.4	4.7	5.4	2.6	13.1	4.3	4.1	3.0	12.8	3.1	3.4	1.4
Over 600 Rooms	4.8	4.9	2.6	3.3	0.7	12.5	4.3	4.4	3.8	14.0	8.5	8.3	5.7
TYPE:													
Hotel	5.1	5.0	3.9	4.5	2.1	12.1	3.9	3.8	3.5	12.5	5.8	5.5	3.7
Motor Hotel	5.1	5.3	3.8	5.6	-1.2	7.4	3.0	3.2	2.8	5.7	6.0	11.1	5.0
Economy	8.9	8.8	11.6	10.7	14.7	12.1	4.1	4.0	4.5	11.0	4.2	3.9	*
All Suites	7.0	7.7	1.5	2.5	-1.3	11.8	3.4	4.1	-0.8	7.8	1.8	2.5	0.2

* Insufficient Response

FOOD AND BEVERAGE REPORT - AUGUST 1989 COMPARED WITH AUGUST 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 33.02	$ 32.86	$ 10.94	$ 10.71	0.32	0.33	0.21	0.21	55.9	53.4	$ 8.34	$ 7.96	-1.4
CENSUS REGION:													
Northeast	$ 35.81	$ 35.77	$ 14.65	$ 14.68	0.29	0.30	0.20	0.20	61.4	57.9	$ 11.83	$ 11.44	0.5
North Central	33.27	31.68	9.41	8.99	0.32	0.33	0.23	0.22	45.4	46.1	5.68	5.68	-0.3
South	28.37	28.99	9.97	9.76	0.34	0.34	0.22	0.22	55.5	51.9	7.64	7.03	-6.0
West	42.55	41.21	10.29	10.04	0.32	0.34	0.22	0.22	50.5	56.4	6.24	6.76	4.9
CENSUS DIVISION:													
New England	$ *	$ *	$ *	$ *	*	*	*	*	*	*	$ *	$ *	*
Middle Atlantic	35.81	35.77	14.65	14.68	0.29	0.30	0.20	0.20	61.4	57.9	11.83	11.44	0.5
South Atlantic	29.45	30.30	11.00	10.53	0.33	0.33	0.23	0.23	57.3	53.9	8.49	7.63	-6.2
East North Central	28.46	28.62	8.87	8.56	0.35	0.35	0.24	0.22	49.0	48.1	5.87	5.75	-4.0
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	42.04	37.08	10.16	9.65	0.29	0.31	0.21	0.22	41.3	43.7	5.44	5.58	5.3
West South Central	26.04	26.43	7.68	8.04	0.35	0.35	0.19	0.20	51.4	47.6	5.52	5.52	-5.8
Mountain	20.23	20.75	6.03	6.24	0.31	0.36	0.23	0.23	41.8	46.0	3.12	3.60	18.9
Pacific	46.34	44.56	10.64	10.30	0.32	0.33	0.22	0.22	54.4	61.5	7.84	8.31	3.9
AFFILIATION:													
Chain	$ 29.10	$ 29.36	$ 10.84	$ 10.77	0.31	0.32	0.21	0.21	57.4	55.2	$ 8.73	$ 8.54	-0.7
Independent	53.11	50.68	11.30	10.53	0.33	0.34	0.23	0.22	49.3	45.6	6.50	5.43	-3.9
LOCATION:													
Center City	$ 31.22	$ 31.00	$ 12.66	$ 12.37	0.30	0.31	0.21	0.21	64.2	61.6	$ 10.94	$ 10.60	-2.2
Suburban	30.01	31.03	9.42	9.68	0.34	0.34	0.22	0.22	51.8	50.0	6.60	6.50	0.2
Airport	29.79	28.98	9.00	9.51	0.32	0.33	0.21	0.21	46.7	45.3	5.27	5.50	5.9
Highway	25.73	26.59	9.02	7.64	0.32	0.33	0.25	0.21	45.8	43.0	5.86	4.14	-10.9
Resort	45.65	44.15	11.13	10.65	0.33	0.34	0.22	0.22	48.5	44.5	6.93	6.33	-1.7
SIZE:													
Under 150 Rooms	$ 43.38	$ 40.79	$ 7.35	$ 7.09	0.37	0.37	0.27	0.28	42.3	41.7	$ 3.54	$ 3.24	2.7
150 - 299 Rooms	29.43	28.89	9.26	8.81	0.34	0.36	0.23	0.21	48.3	48.3	6.21	6.04	-1.1
300 - 600 Rooms	34.29	34.07	11.03	11.13	0.32	0.33	0.22	0.22	54.1	51.3	7.54	7.61	2.2
Over 600 Rooms	32.59	33.15	13.12	12.62	0.29	0.29	0.19	0.19	63.9	59.7	11.46	10.45	-6.1
TYPE:													
Hotel	$ 36.73	$ 36.91	$ 11.70	$ 11.49	0.31	0.32	0.21	0.21	58.8	55.5	$ 9.37	$ 8.91	-2.0
Motor Hotel	21.50	20.13	7.14	6.63	0.35	0.36	0.23	0.23	39.8	41.4	3.58	3.53	0.8
Economy	7.20	6.67	*	*	*	*	*	*	*	*	*	*	*
All Suites	35.37	36.03	15.43	15.41	0.31	0.34	0.23	0.24	43.8	43.0	9.32	8.98	-2.2

* Insufficient Response

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF AUGUST 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBERS COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 43.08	$ 41.76	$ 12.14	$ 11.67	0.31	0.31	0.22	0.21	48.8	48.4	$ 8.15	$ 7.84	0.6
CENSUS REGION:													
Northeast	$ 48.10	$ 46.13	$ 15.67	$ 15.15	0.29	0.29	0.20	0.20	56.3	54.2	$ 11.95	$ 11.19	-3.3
North Central	42.65	41.39	9.64	9.30	0.33	0.33	0.23	0.24	43.5	43.9	5.58	5.44	0.1
South	39.34	38.29	11.74	11.20	0.32	0.32	0.21	0.22	45.0	45.4	7.31	7.08	0.7
West	48.10	46.49	11.35	10.81	0.31	0.33	0.23	0.23	52.2	51.7	7.20	6.92	4.9
CENSUS DIVISION:													
New England	$ 48.20	$ 45.60	$ 11.74	$ 11.37	0.33	0.34	0.22	0.23	54.7	53.6	$ 8.65	$ 8.51	-2.9
Middle Atlantic	48.08	46.20	16.31	15.76	0.28	0.28	0.20	0.20	56.5	54.3	12.47	11.60	-3.4
South Atlantic	43.54	42.68	12.58	11.98	0.31	0.32	0.22	0.22	44.5	44.7	7.71	7.40	0.1
East North Central	40.90	40.11	9.35	9.03	0.33	0.34	0.24	0.24	43.1	43.6	5.47	5.35	-1.4
East South Central	18.64	18.07	*	*	*	*	*	*	*	*	*	*	*
West North Central	46.51	44.23	10.18	9.83	0.32	0.31	0.22	0.23	44.1	44.5	5.77	5.62	3.1
West South Central	28.18	27.13	8.99	8.60	0.33	0.33	0.21	0.21	47.3	48.3	5.97	6.00	2.8
Mountain	30.57	33.54	8.98	9.26	0.33	0.33	0.26	0.25	48.2	45.0	5.49	5.22	-0.9
Pacific	50.85	48.53	11.58	10.97	0.31	0.32	0.23	0.22	53.4	54.3	7.81	7.57	5.5
AFFILIATION:													
Chain	$ 37.85	$ 36.90	$ 11.97	$ 11.53	0.31	0.31	0.21	0.21	49.8	48.9	$ 8.23	$ 7.90	0.5
Independent	69.06	66.18	12.79	12.21	0.32	0.33	0.23	0.23	45.2	46.6	7.77	7.56	1.0
LOCATION:													
Center City	$ 42.35	$ 40.78	$ 14.07	$ 13.56	0.29	0.29	0.21	0.21	55.5	54.7	$ 10.96	$ 10.55	-0.5
Suburban	36.40	36.35	9.49	9.40	0.34	0.34	0.23	0.23	45.8	44.8	5.83	5.73	3.9
Airport	32.82	32.53	10.22	9.99	0.32	0.33	0.21	0.21	46.8	46.0	6.18	5.93	-2.1
Highway	33.06	32.86	9.18	8.57	0.32	0.33	0.23	0.23	38.3	39.0	4.73	4.40	-1.0
Resort	61.12	58.21	13.38	12.56	0.32	0.32	0.22	0.22	41.6	41.9	7.40	7.05	1.6
SIZE:													
Under 150 Rooms	$ 45.66	$ 43.62	$ 8.88	$ 8.28	0.36	0.37	0.26	0.26	44.2	43.0	$ 4.83	$ 4.37	-4.1
150 - 299 Rooms	36.64	35.76	9.81	9.40	0.33	0.34	0.23	0.24	46.9	46.8	6.35	6.10	1.1
300 - 600 Rooms	44.79	43.48	12.41	12.08	0.32	0.32	0.22	0.21	46.4	46.3	7.68	7.64	3.0
Over 600 Rooms	46.58	44.87	15.05	14.35	0.28	0.28	0.19	0.19	52.6	52.1	11.13	10.48	-1.7
TYPE:													
Hotel	$ 47.35	$ 45.96	$ 13.06	$ 12.53	0.30	0.31	0.21	0.21	49.8	49.6	$ 8.99	$ 8.66	0.5
Motor Hotel	25.95	25.24	7.40	7.09	0.35	0.35	0.23	0.22	41.7	40.7	4.11	3.90	0.9
Economy	8.64	8.27	*	*	*	*	*	*	*	*	*	*	16.5
All Suites	44.26	44.63	14.56	14.11	0.32	0.33	0.24	0.25	42.7	42.1	8.28	7.89	-1.9

* Insufficient Response

TWELVE MONTH ROOMS REPORT - AS OF AUGUST 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	66.1	65.4	63.2	62.5	$ 71.73	$ 69.49	$ 50.55	$ 48.93	$ 18.24	$ 17.56	21.1	21.2
CENSUS REGION:												
Northeast	70.9	73.4	46.2	45.3	$112.69	$107.15	$ 80.09	$ 76.54	$ 25.70	$ 23.55	21.9	21.1
North Central	61.2	61.7	40.0	40.3	55.70	53.73	40.99	39.67	13.45	13.02	23.2	23.3
South	66.9	64.7	79.4	79.7	64.01	61.56	41.77	39.99	15.63	15.53	19.5	20.3
West	63.3	63.1	58.6	57.3	66.22	64.82	47.10	46.16	15.39	14.80	23.9	23.8
CENSUS DIVISION:												
New England	62.9	66.2	39.0	37.5	$ 84.79	$ 81.48	$ 62.32	$ 60.00	$ 19.72	$ 18.27	21.7	21.2
Middle Atlantic	73.8	75.9	47.5	46.6	121.14	115.03	82.99	79.27	27.11	24.80	21.9	21.1
South Atlantic	69.8	67.6	91.0	91.4	67.56	64.62	41.80	39.61	16.48	16.55	19.4	20.6
East North Central	61.9	62.6	37.9	37.9	57.33	54.75	42.97	41.32	13.87	13.43	22.9	23.4
East South Central	51.4	54.5	*	*	45.50	44.95	*	*	*	*	*	*
West North Central	60.0	60.2	44.0	44.9	52.77	51.89	37.38	36.65	12.61	12.21	23.7	23.3
West South Central	60.6	58.7	48.5	49.0	55.18	54.19	41.73	41.34	13.15	12.61	19.8	19.1
Mountain	56.9	55.6	46.2	43.4	52.84	52.35	39.36	39.34	14.40	14.40	25.2	25.8
Pacific	66.9	67.7	61.0	60.1	72.51	71.16	48.48	47.39	15.95	15.03	23.3	22.8
AFFILIATION:												
Chain	66.4	65.7	60.8	59.7	$ 69.26	$ 67.17	$ 49.39	$ 48.20	$ 17.62	$ 16.71	21.1	20.7
Independent	64.8	64.0	74.1	75.5	84.02	81.01	54.57	51.95	22.01	22.68	21.4	23.3
LOCATION:												
Center City	66.2	66.5	51.4	51.4	$ 92.49	$ 89.15	$ 66.66	$ 63.80	$ 22.50	$ 21.09	21.6	21.2
Suburban	63.1	61.5	51.2	49.6	58.64	57.64	40.03	39.72	13.55	13.01	21.4	21.0
Airport	66.8	66.8	37.3	38.7	57.03	55.60	46.42	45.16	13.54	12.99	21.8	21.6
Highway	65.3	64.6	89.5	86.0	46.29	44.88	27.30	26.78	12.02	11.24	22.1	21.4
Resort	69.7	67.5	100.4	101.0	86.22	81.84	49.42	46.72	19.23	19.90	19.1	20.9
SIZE:												
Under 150 Rooms	62.9	62.2	62.3	61.0	$ 49.20	$ 47.34	$ 32.92	$ 31.97	$ 14.87	$ 14.03	28.6	28.4
150 - 299 Rooms	63.1	61.7	56.8	55.2	60.90	59.71	42.13	41.82	15.33	14.94	21.7	21.6
300 - 600 Rooms	66.4	66.0	60.0	60.1	76.48	73.68	52.33	50.20	16.17	15.62	19.4	19.5
Over 600 Rooms	73.5	73.4	72.3	71.7	99.16	95.17	62.43	59.66	23.36	22.27	21.1	21.1
TYPE:												
Hotel	66.6	66.4	56.1	55.8	$ 86.37	$ 83.40	$ 60.42	$ 58.08	$ 19.81	$ 19.06	20.7	20.8
Motor Hotel	65.1	63.6	70.9	68.6	46.49	45.15	29.64	29.29	11.62	10.88	22.0	21.3
Economy	63.5	62.7	81.3	84.5	36.88	35.55	21.73	20.81	13.41	13.15	39.7	40.1
All Suites	69.3	67.5	115.0	113.8	83.30	80.49	41.78	40.60	19.28	18.91	19.8	20.1

* Insufficient Response

TWELVE MONTH TREND REPORT - AS OF AUGUST 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	AUG	% CHG	AUG	% CHG	AUG	% CHG	AUG	% CHG
TOTAL	6.1	6.4	4.7	10.1	66.1	1.1	63.2	1.1	$ 71.73	3.2	$102.43	3.0
CENSUS REGION:												
Northeast	1.3	1.5	-0.8	7.0	70.9	-3.4	46.2	2.0	$112.69	5.2	$162.64	5.0
North Central	2.6	2.7	2.8	0.3	61.2	-0.8	40.0	-0.7	55.70	3.7	87.14	3.6
South	8.5	8.6	7.0	14.3	66.9	3.4	79.4	-0.4	64.01	4.0	90.42	3.9
West	9.3	9.7	8.2	9.7	63.3	0.3	58.6	2.3	66.22	2.2	91.92	1.8
CENSUS DIVISION:												
New England	0.2	-0.6	-0.9	11.4	62.9	-5.0	39.0	4.0	$ 84.79	4.1	$117.35	4.9
Middle Atlantic	1.5	1.9	-0.7	6.0	73.8	-2.8	47.5	1.9	121.14	5.3	176.36	4.9
South Atlantic	9.8	10.1	7.7	15.4	69.8	3.3	91.0	-0.4	67.56	4.5	97.48	4.3
East North Central	2.8	3.5	1.6	0.2	61.9	-1.1	37.9	-	57.33	4.7	87.93	3.9
East South Central	-4.8	-4.5	*	*	51.4	-5.7	*	*	45.50	1.2	66.14	0.9
West North Central	2.3	1.0	4.9	0.6	60.0	-0.3	44.0	-2.0	52.77	1.7	85.72	3.0
West South Central	4.5	4.3	4.5	9.9	60.6	3.2	48.5	-1.0	55.18	1.8	72.63	2.1
Mountain	2.4	2.8	-0.4	4.1	56.9	2.3	46.2	6.5	52.84	0.9	71.76	0.5
Pacific	11.9	12.3	10.1	23.1	66.9	-1.2	61.0	1.5	72.51	1.9	101.39	1.5
AFFILIATION:												
Chain	5.8	6.3	3.9	8.6	66.4	1.1	60.8	1.8	$ 69.26	3.1	$ 96.35	2.7
Independent	7.3	6.8	6.8	14.1	64.8	1.3	74.1	-1.#	84.02	3.7	132.64	4.2
LOCATION:												
Center City	3.8	4.1	2.3	7.4	66.2	-0.5	51.4	-	$ 92.49	3.7	$131.87	3.5
Suburban	7.6	7.3	7.9	12.7	63.1	2.6	51.2	3.2	58.64	1.7	81.04	2.1
Airport	5.9	7.6	1.3	2.3	66.8	-	37.3	-3.6	57.03	2.6	77.71	1.0
Highway	6.1	6.1	5.2	10.0	65.3	1.1	89.5	4.1	46.29	3.1	58.27	3.1
Resort	9.4	9.6	7.6	14.1	69.7	3.3	100.4	-0.6	86.22	5.4	136.95	5.1
SIZE:												
Under 150 Rooms	6.5	7.1	3.4	7.8	62.9	1.1	62.3	2.1	$ 49.20	3.9	$ 59.76	3.4
150 - 299 Rooms	6.8	6.9	6.4	8.7	63.1	2.3	56.8	2.9	60.90	2.0	85.38	1.9
300 - 600 Rooms	6.9	6.7	6.4	11.3	66.4	0.6	60.0	-0.2	76.48	3.8	113.42	4.0
Over 600 Rooms	4.8	5.3	1.9	10.0	73.5	0.1	72.3	0.8	99.16	4.2	147.13	3.6
TYPE:												
Hotel	5.8	5.9	4.5	10.2	66.6	0.3	56.1	0.5	$ 86.37	3.6	$129.73	3.5
Motor Hotel	6.4	6.6	5.1	7.7	65.1	2.4	70.9	3.4	46.49	3.0	57.64	2.7
Economy	10.7	10.5	23.6	14.9	63.5	1.3	81.3	-3.8	36.88	3.7	38.13	4.0
All Suites	8.3	8.8	5.4	10.1	69.3	2.7	115.0	1.1	83.30	3.5	110.98	3.0

* Insufficient Response
\- No Change

TWELVE-MONTH VARIATION REPORT - AS OF AUGUST 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	6.1	6.4	4.7	5.7	1.6	10.1	3.0	3.2	3.1	8.6	5.2	3.9	3.8
CENSUS REGION:													
Northeast	1.3	1.5	-0.8	0.2	-3.6	7.0	5.0	5.2	2.5	10.9	10.5	9.1	8.2
North Central	2.6	2.7	2.8	4.2	-1.2	0.3	3.6	3.7	2.8	0.6	3.6	3.3	2.2
South	8.5	8.6	7.0	8.0	4.3	14.3	3.9	4.0	3.9	10.4	2.4	0.6	1.7
West	9.3	9.7	8.2	9.2	4.9	9.7	1.8	2.2	3.2	2.6	4.2	4.0	3.6
CENSUS DIVISION:													
New England	0.2	-0.6	-0.9	-0.1	-2.8	11.4	4.9	4.1	4.7	17.6	7.2	7.9	9.1
Middle Atlantic	1.5	1.9	-0.7	0.3	-3.8	6.0	4.9	5.3	2.1	9.5	11.0	9.3	8.1
South Atlantic	9.8	10.1	7.7	8.6	5.3	15.4	4.3	4.5	3.7	10.8	2.3	-0.4	1.5
East North Central	2.8	3.5	1.6	2.6	-1.4	0.2	3.9	4.7	1.7	0.8	3.4	3.3	0.7
East South Central	-4.8	-4.5	*	*	*	*	0.9	1.2	*	*	*	*	*
West North Central	2.3	1.0	4.9	6.9	-0.9	0.6	3.0	1.7	4.5	0.6	4.0	3.3	4.8
West South Central	4.5	4.3	4.5	5.9	0.3	9.9	2.1	1.8	3.4	8.4	2.1	4.3	1.6
Mountain	2.4	2.8	-0.4	0.3	-2.3	4.1	0.5	0.9	-1.5	1.9	2.9	-	0.8
Pacific	11.9	12.3	10.1	11.1	6.9	23.1	1.5	1.9	4.1	12.1	6.9	6.1	5.6
AFFILIATION:													
Chain	5.8	6.3	3.9	5.0	0.9	8.6	2.7	3.1	2.2	7.2	5.8	5.4	4.3
Independent	7.3	6.8	6.8	7.8	3.8	14.1	4.2	3.7	5.9	12.6	3.5	-3.0	2.3
LOCATION:													
Center City	3.8	4.1	2.3	3.4	-1.0	7.4	3.5	3.7	3.0	8.5	7.6	6.7	5.9
Suburban	7.6	7.3	7.9	10.1	2.0	12.7	2.1	1.7	3.4	9.7	3.7	4.2	2.3
Airport	5.9	7.6	1.3	2.7	-2.6	2.3	1.0	2.6	1.4	0.8	4.1	4.2	4.0
Highway	6.1	6.1	5.2	7.2	-0.2	10.0	3.1	3.1	0.1	4.6	2.5	6.9	-4.7
Resort	9.4	9.6	7.6	7.7	7.3	14.1	5.1	5.4	4.2	10.5	3.2	-3.4	2.7
SIZE:													
Under 150 Rooms	6.5	7.1	3.4	4.4	0.8	7.8	3.4	3.9	4.1	7.9	5.3	6.0	5.8
150 - 299 Rooms	6.8	6.9	6.4	8.1	1.6	8.7	1.9	2.0	3.4	5.0	1.9	2.6	1.3
300 - 600 Rooms	6.9	6.7	6.4	7.3	3.6	11.3	4.0	3.8	3.6	9.3	4.4	3.5	2.8
Over 600 Rooms	4.8	5.3	1.9	2.7	-0.2	10.0	3.6	4.2	2.5	10.7	8.0	4.9	6.2
TYPE:													
Hotel	5.8	5.9	4.5	5.5	1.8	10.2	3.5	3.6	3.4	9.7	5.9	3.9	4.2
Motor Hotel	6.4	6.6	5.1	7.0	0.2	7.7	2.7	3.0	2.7	4.7	4.2	6.8	3.8
Economy	10.7	10.5	23.6	22.4	27.4	14.9	4.0	3.7	8.8	10.6	0.6	2.0	*
All Suites	8.3	8.8	5.4	6.6	2.2	10.1	3.0	3.5	1.7	5.1	1.6	2.0	0.2

* Insufficient Response
\- No Change

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF AUGUST 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 45.05	$ 43.70	$ 12.63	$ 12.09	0.31	0.31	0.22	0.22	47.9	47.3	$ 8.29	$ 7.98	1.6
CENSUS REGION:													
Northeast	$ 50.12	$ 48.90	$ 16.24	$ 15.87	0.29	0.28	0.20	0.20	53.1	50.2	$ 11.57	$ 10.81	-2.3
North Central	44.64	43.43	9.65	9.37	0.33	0.33	0.24	0.23	42.3	42.7	5.47	5.41	1.8
South	41.30	39.76	12.37	11.58	0.32	0.32	0.22	0.22	45.3	45.8	7.63	7.42	1.7
West	49.03	47.50	11.57	11.02	0.32	0.33	0.23	0.22	51.1	50.4	7.51	7.11	5.5
CENSUS DIVISION:													
New England	$ 52.04	$ 49.72	$ 12.87	$ 12.59	0.32	0.33	0.23	0.23	51.8	49.6	$ 9.13	$ 8.75	-2.1
Middle Atlantic	49.81	48.77	16.92	16.53	0.28	0.28	0.20	0.20	53.3	50.3	12.05	11.20	-2.4
South Atlantic	45.40	43.79	13.27	12.29	0.32	0.32	0.22	0.22	45.0	45.5	8.08	7.80	1.0
East North Central	42.58	41.86	9.22	9.04	0.34	0.34	0.24	0.24	42.5	42.8	5.41	5.41	1.1
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	48.31	46.24	10.24	9.84	0.32	0.32	0.24	0.23	42.1	42.6	5.36	5.42	2.8
West South Central	30.13	29.14	9.35	9.13	0.33	0.33	0.21	0.23	46.7	47.7	6.09	6.13	4.3
Mountain	42.47	43.12	11.24	11.07	0.35	0.34	0.22	0.23	47.6	47.0	7.21	6.94	-1.2
Pacific	50.64	48.63	11.63	11.01	0.31	0.33	0.23	0.22	53.6	53.2	7.68	7.22	6.7
AFFILIATION:													
Chain	$ 39.85	$ 38.98	$ 12.27	$ 11.85	0.31	0.31	0.21	0.21	48.2	47.2	$ 8.19	$ 7.86	1.8
Independent	71.17	67.22	14.03	13.02	0.32	0.33	0.23	0.23	46.8	47.5	8.75	8.52	0.7
LOCATION:													
Center City	$ 44.59	$ 43.29	$ 14.57	$ 14.03	0.29	0.29	0.21	0.21	52.9	51.6	$ 10.73	$ 10.20	0.2
Suburban	40.10	38.77	10.28	9.74	0.34	0.34	0.23	0.23	44.2	43.3	5.91	5.86	5.2
Airport	34.48	33.99	10.53	10.18	0.32	0.32	0.22	0.21	46.3	45.6	6.39	6.12	-0.7
Highway	34.53	34.48	9.13	8.65	0.32	0.33	0.23	0.22	39.2	39.6	4.76	4.57	0.2
Resort	61.70	59.19	13.79	13.09	0.33	0.33	0.22	0.22	43.3	43.8	8.08	7.82	2.7
SIZE:													
Under 150 Rooms	$ 45.38	$ 43.60	$ 9.05	$ 8.46	0.36	0.37	0.26	0.27	43.2	42.9	$ 4.92	$ 4.56	-3.2
150 - 299 Rooms	38.96	37.69	10.54	9.86	0.33	0.34	0.24	0.24	46.3	46.4	6.56	6.39	2.1
300 - 600 Rooms	46.47	44.86	12.60	12.27	0.32	0.32	0.22	0.22	46.1	46.0	7.79	7.74	3.1
Over 600 Rooms	49.07	47.85	15.76	15.03	0.28	0.28	0.19	0.19	51.1	49.6	11.30	10.46	-2.1
TYPE:													
Hotel	$ 49.39	$ 47.76	$ 13.56	$ 12.93	0.31	0.31	0.21	0.21	48.9	48.2	$ 9.08	$ 8.70	1.1
Motor Hotel	27.50	26.79	7.53	7.30	0.36	0.36	0.23	0.23	41.3	40.6	4.22	4.09	3.4
Economy	9.32	8.57	*	*	*	*	*	*	*	*	*	*	*
All Suites	48.07	47.28	15.16	14.66	0.32	0.33	0.24	0.25	42.1	42.6	8.48	8.38	2.6

* Insufficient Response

B5090-4

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Laventhol & Horwath
Certified Public Accountants

NATIONAL TREND OF BUSINESS
Lodging Industry

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SEPTEMBER 1989 COMPARED WITH SEPTEMBER 1988

OCCUPANCIES REBOUND WITH A 5.8 PERCENT INCREASE

The beginning of the third quarter starts out with a lion's roar. The September results indicate a strong rebound with the national occupancy rate, reported at 67.4; increasing 5.8 percent from the comparable month in 1988. This is the sharpest increase we have reported this year. Significant increases were evident in the Southern region and, more specifically, in the West South Central division of the country. Their increases in occupancy rate were 9.5 and 12.7 percent, respectively. Properties of airport and resort locations followed the pattern with increases as high as 9.8 percent. The only area with any decline was the North Central sector which reported a 2.8 percent decrease. Surprisingly enough, the year-to-date occupancy rate, reported at 68.4, showed only a slim increase of 1.0 percent. This could be contributed to the major decline in the East South Central sector which reported a negative 8.5 percent change.

The month of September resulted with an average room rate of $71.39, a 4.9 percent increase from the comparable month last year. Total sales per occupied room also increased 4.7 percent. Properties in center city locations show a positive 6.2 percent change after slipping for the past few months. Airport properties report a 0.3 decline, the first of this year. On a year-to-date basis, room sales per occupied room rose 3.7 percent to $72.39.

Room sales, food and beverage sales and sales from other sources combined to surge total sales 11.8 percent when compared to August,1988. Food and beverage sales increased 10.3 percent as number of covers served increased 8.2 percent. The significance isn't as dynamic with the year-to-date results. Food and beverage sales rose 4.4 percent as number of covers served increased slightly by 1.2 percent. Year-to-date average receipt per cover rose from $11.73 to $12.21 in September, 1989.

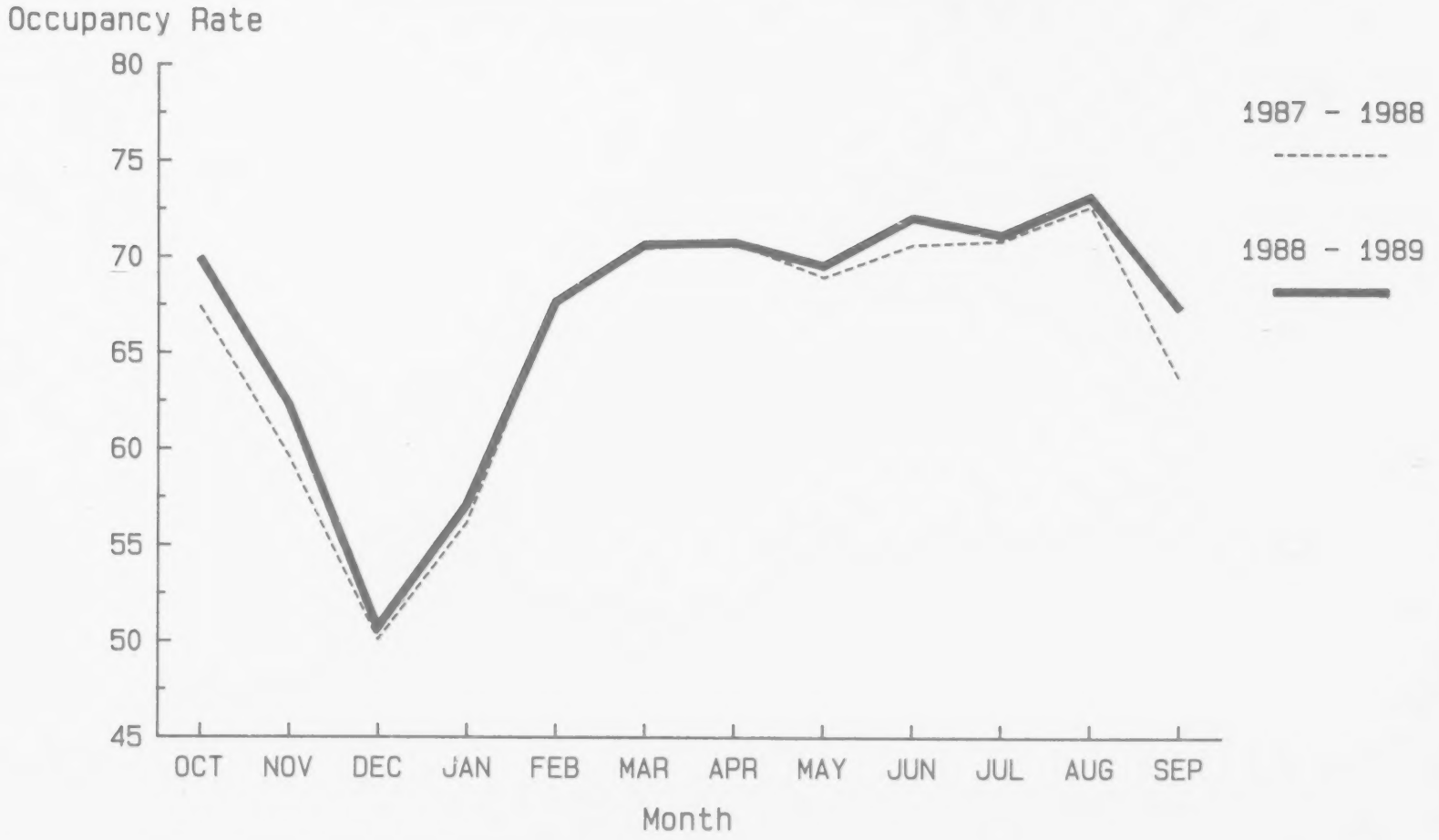
SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	68.0%	1.9%
AFFILIATION:		
Chain	68.1	0.7
Independent	68.0	2.1
CENSUS REGION:		
Northeast	75.6	1.6
North Central	60.2	2.0
South	71.1	4.7
West	64.8	-2.8
CENSUS DIVISION:		
New England	**	**
Middle Atlantic	76.9	0.1
South Atlantic	76.1	4.1
East North Central	59.5	-0.5
East South Central	**	**
West North Central	60.4	4.2
West South Central	63.4	4.6
Mountain	57.4	-9.7
Pacific	69.9	0.6
LOCATION:		
Center City	68.4	3.5
Suburban	63.6	1.9
Airport	63.5	-1.1
Highway	71.4	9.3
Resort	75.5	3.9
SIZE:		
Under 150 rooms	61.9	0.5
150 to 299 rooms	65.2	0.8
300 to 600 rooms	69.0	4.7
Over 600 rooms	75.6	-2.6
TYPE:		
Hotel	69.6	1.2
Motor Hotel	65.4	-1.1
Economy	63.4	-1.1

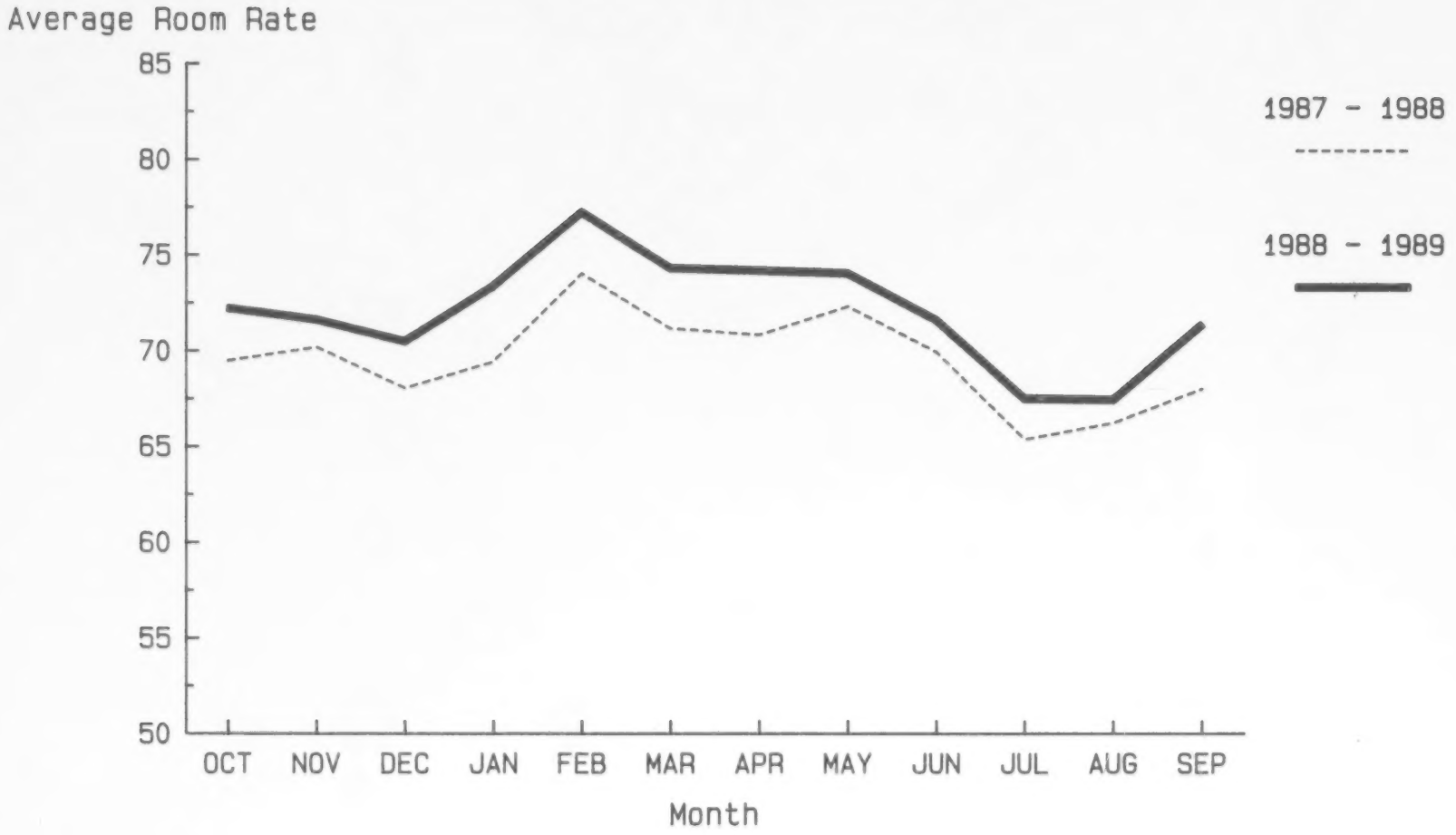
* From Previous Month
** Insufficient Response

Mark Lomanno, Director
Myra Nyz, Consultant
Research Division

NATIONAL OCCUPANCY RATE
OCTOBER 1987 - SEPTEMBER 1988
OCTOBER 1988 - SEPTEMBER 1989



NATIONAL AVERAGE ROOM RATE
OCTOBER 1987 - SEPTEMBER 1988
OCTOBER 1988 - SEPTEMBER 1989



ROOMS REPORT - SEPTEMBER 1989 COMPARED WITH SEPTEMBER 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	67.4	63.7	59.9	60.6	$ 71.39	$ 68.04	$ 51.96	$ 49.02	$ 18.58	$ 18.26	22.0	22.8
CENSUS REGION:												
Northeast	83.0	79.9	51.4	50.9	$124.30	$117.51	$ 83.02	$ 78.46	$ 27.45	$ 26.32	21.9	22.2
North Central	65.7	67.6	45.2	40.1	56.01	54.31	38.62	38.83	12.69	12.34	23.9	24.0
South	63.5	58.0	70.4	75.5	58.67	54.79	40.44	36.42	15.02	15.17	21.4	23.3
West	68.0	65.7	56.0	54.7	67.41	66.07	49.37	48.28	14.61	14.13	23.3	23.2
CENSUS DIVISION:												
Middle Atlantic	83.0	79.9	51.4	50.9	$124.30	$117.51	$ 83.02	$ 78.46	$ 27.45	$ 26.32	21.9	22.2
South Atlantic	64.8	60.4	80.6	86.5	58.93	55.26	39.29	35.05	15.96	15.87	22.6	24.3
East North Central	64.9	66.5	43.5	39.5	55.51	52.75	38.64	37.94	12.87	12.51	24.1	24.5
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	66.7	68.9	47.7	40.9	56.57	56.10	38.60	40.16	12.35	11.99	23.7	23.1
West South Central	61.1	54.2	48.7	51.9	58.26	53.96	43.54	40.11	12.83	13.50	18.5	20.9
Mountain	60.4	56.4	38.9	33.6	49.35	49.97	31.68	34.02	13.66	14.02	30.6	31.2
Pacific	72.0	70.9	57.9	57.0	75.25	73.33	51.09	49.59	14.89	14.16	21.8	21.6
AFFILIATION:												
Chain	67.4	64.0	59.2	59.7	$ 70.01	$ 66.99	$ 51.85	$ 48.96	$ 18.18	$ 17.82	21.6	22.4
Independent	67.1	61.8	63.2	65.2	79.00	73.78	52.49	49.32	21.64	21.82	24.5	25.9
LOCATION:												
Center City	70.7	66.9	52.9	53.6	$ 93.34	$ 89.79	$ 69.27	$ 64.54	$ 23.09	$ 21.69	21.5	22.5
Suburban	64.4	62.1	51.0	47.7	59.32	56.50	40.11	38.60	13.35	13.32	21.1	22.4
Airport	70.0	64.2	41.2	38.6	56.42	56.59	45.43	45.41	12.70	12.45	20.3	20.3
Highway	63.4	61.9	78.2	83.8	43.96	41.74	27.98	25.53	12.30	11.76	25.8	26.6
Resort	65.8	59.9	88.2	96.1	75.05	70.15	44.77	40.76	19.23	18.59	25.2	26.1
SIZE:												
Under 150 Rooms	62.8	59.1	61.9	60.6	$ 48.76	$ 46.97	$ 33.49	$ 32.87	$ 16.82	$ 15.55	37.7	37.1
150 - 299 Rooms	63.5	61.6	58.0	56.0	59.42	56.51	41.36	39.33	16.00	15.35	22.6	23.2
300 - 600 Rooms	67.2	62.6	53.1	55.2	72.11	69.45	52.50	50.10	14.07	14.53	19.5	20.8
Over 600 Rooms	76.1	71.2	66.1	68.4	98.00	93.34	64.16	59.64	23.13	22.82	21.6	22.4
TYPE:												
Hotel	69.3	64.7	56.1	56.4	$ 86.38	$ 82.48	$ 61.06	$ 57.83	$ 20.43	$ 20.18	21.4	22.3
Motor Hotel	63.3	60.7	67.4	71.2	44.21	42.57	29.73	27.98	10.95	10.63	21.7	22.1
Economy	67.1	65.2	76.7	73.1	37.43	35.88	21.95	21.71	14.14	13.51	43.1	43.2
All Suites	68.5	66.8	70.4	71.4	80.26	76.11	50.98	48.61	20.54	20.87	21.8	22.6

* Insufficient Response

YEAR TO DATE ROOMS REPORT - AS OF SEPTEMBER 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	68.4	67.7	65.6	65.0	$ 72.39	$ 69.82	$ 50.31	$ 48.53	$ 18.34	$ 17.41	21.1	20.9
CENSUS REGION:												
Northeast	70.4	73.0	47.0	46.5	$111.96	$106.18	$ 79.19	$ 75.18	$ 26.50	$ 24.34	22.8	22.1
North Central	62.0	63.1	41.3	40.7	56.47	54.65	40.62	39.66	13.43	12.88	23.4	23.2
South	70.1	67.8	82.1	82.7	65.21	62.15	41.96	39.87	15.38	14.78	18.9	19.1
West	65.8	65.5	60.3	58.6	67.05	66.12	47.92	47.31	14.76	13.99	23.1	22.7
CENSUS DIVISION:												
New England	61.7	65.4	39.4	37.0	$ 82.57	$ 79.93	$ 61.07	$ 59.32	$ 19.61	$ 18.35	22.3	21.9
Middle Atlantic	73.2	75.4	48.2	47.9	119.95	113.43	81.77	77.45	27.86	25.53	22.9	22.1
South Atlantic	74.2	71.6	94.9	95.2	69.17	65.48	41.90	39.46	16.24	15.64	18.8	19.2
East North Central	62.5	63.9	39.2	38.4	57.78	55.48	42.52	41.33	13.66	13.00	23.0	22.8
East South Central	47.1	51.5	26.0	25.9	44.19	45.33	36.85	39.53	*	*	*	*
West North Central	61.1	61.8	46.1	45.9	54.13	53.15	36.57	36.04	12.90	12.60	24.6	24.5
West South Central	62.3	60.6	49.2	51.2	55.94	54.56	42.20	41.22	12.96	12.45	19.2	18.7
Mountain	58.7	57.0	39.7	36.1	51.09	51.56	35.75	37.52	12.26	11.94	24.5	23.9
Pacific	69.6	70.6	62.5	61.0	74.26	73.15	49.04	48.19	15.68	14.78	22.8	22.3
AFFILIATION:												
Chain	68.5	67.9	63.5	62.1	$ 69.98	$ 67.52	$ 49.31	$ 47.81	$ 17.89	$ 16.91	21.2	20.9
Independent	68.0	66.6	75.1	78.3	84.63	81.62	54.57	51.55	21.12	20.57	20.6	21.0
LOCATION:												
Center City	66.8	67.1	52.7	52.9	$ 92.06	$ 88.45	$ 65.80	$ 62.72	$ 22.94	$ 21.53	22.1	21.8
Suburban	65.3	63.9	53.8	52.1	58.97	57.61	40.06	39.46	13.66	13.11	21.6	21.5
Airport	69.5	69.2	38.6	40.3	57.38	55.79	46.67	45.27	13.26	12.73	21.0	20.9
Highway	68.9	68.0	95.3	91.0	47.44	45.97	26.82	26.40	12.06	11.05	22.4	21.3
Resort	73.8	71.8	103.4	105.0	89.30	83.92	50.69	47.46	18.60	17.81	17.6	18.0
SIZE:												
Under 150 Rooms	65.6	64.9	63.6	62.4	$ 50.83	$ 48.95	$ 33.61	$ 32.67	$ 15.26	$ 14.18	29.1	28.3
150 - 299 Rooms	65.8	64.6	59.2	57.7	61.65	60.07	42.30	41.72	15.31	14.74	21.2	21.2
300 - 600 Rooms	68.4	67.9	62.0	62.8	76.75	73.78	52.16	49.86	15.86	15.43	19.0	19.2
Over 600 Rooms	74.7	74.5	75.5	74.2	98.36	94.16	61.13	58.41	23.47	21.84	21.5	21.0
TYPE:												
Hotel	68.2	67.6	57.9	57.7	$ 86.67	$ 83.42	$ 60.25	$ 57.72	$ 19.92	$ 18.96	20.7	20.7
Motor Hotel	68.1	67.4	74.2	71.9	47.29	45.82	29.53	29.22	11.76	10.67	21.9	20.6
Economy	67.9	67.2	87.1	90.1	38.73	37.25	21.62	20.62	13.01	12.50	37.4	37.6
All Suites	72.8	71.2	119.4	117.2	86.44	83.00	42.51	41.33	20.17	19.71	19.3	19.6

* Insufficient Response

TREND REPORT SEPTEMBER 1989 COMPARED WITH SEPTEMBER 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	SEP	% CHG	SEP	% CHG	SEP	% CHG	SEP	% CHG
TOTAL	11.8	12.0	10.3	15.3	67.4	5.8	59.9	-1.2	$ 71.39	4.9	$ 98.96	4.7
CENSUS REGION:												
Northeast	11.7	10.4	14.0	17.7	83.0	3.9	51.4	1.0	$124.30	5.8	$178.70	7.0
North Central	2.5	0.9	4.6	11.5	65.7	-2.8	45.2	12.7	56.01	3.1	85.23	4.8
South	15.3	16.6	10.4	19.7	63.5	9.5	70.4	-6.8	58.67	7.1	79.58	5.9
West	9.2	10.1	7.9	-14.8	68.0	3.5	56.0	2.4	67.41	2.0	89.76	1.2
CENSUS DIVISION:												
Middle Atlantic	11.7	10.4	14.0	17.7	83.0	3.9	51.4	1.0	$124.30	5.8	$178.70	7.0
South Atlantic	14.7	16.0	9.5	21.7	64.8	7.3	80.6	-6.8	58.93	6.6	83.53	5.4
East North Central	2.2	1.9	-0.2	12.5	64.9	-2.4	43.5	10.1	55.51	5.2	87.82	5.6
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	2.9	-0.2	10.7	7.0	66.7	-3.2	47.7	16.6	56.57	0.8	82.34	4.0
West South Central	16.7	17.7	12.9	12.4	61.1	12.7	48.7	-6.2	58.26	8.0	72.47	7.1
Mountain	3.6	3.7	2.3	3.4	60.4	7.1	38.9	15.8	49.35	-1.2	54.82	-1.4
Pacific	10.5	12.1	8.4	-17.9	72.0	1.6	57.9	1.6	75.25	2.6	104.93	1.2
AFFILIATION:												
Chain	11.5	11.7	10.1	14.3	67.4	5.3	59.2	-0.8	$ 70.01	4.5	$ 95.77	4.3
Independent	13.0	13.3	11.2	19.8	67.1	8.6	63.2	-3.1	79.00	7.1	116.50	6.8
LOCATION:												
Center City	10.8	11.0	9.7	13.6	70.7	5.7	52.9	-1.3	$ 93.34	6.2	$129.72	6.0
Suburban	9.4	10.7	3.4	18.9	64.4	3.7	51.0	6.9	59.32	5.0	78.89	3.8
Airport	11.2	10.2	13.6	14.9	70.0	9.0	41.2	6.7	56.42	-0.3	78.82	0.6
Highway	11.3	12.7	5.7	6.2	63.4	2.4	78.2	-6.7	43.96	5.3	54.17	4.0
Resort	17.0	17.7	15.3	19.0	65.8	9.8	88.2	-8.2	75.05	7.0	120.80	6.3
SIZE:												
Under 150 Rooms	7.2	7.9	4.5	-2.2	62.8	6.3	61.9	2.1	$ 48.76	3.8	$ 58.23	3.2
150 - 299 Rooms	10.0	10.9	6.8	13.1	63.5	3.1	58.0	3.6	59.42	5.1	80.78	4.4
300 - 600 Rooms	12.6	13.0	11.9	9.0	67.2	7.3	53.1	-3.8	72.11	3.8	101.15	3.5
Over 600 Rooms	13.5	13.4	12.1	20.9	76.1	6.9	66.1	-3.4	98.00	5.0	142.28	5.1
TYPE:												
Hotel	12.2	12.6	10.5	15.9	69.3	7.1	56.1	-0.5	$ 86.38	4.7	$125.11	4.4
Motor Hotel	7.9	8.2	7.4	3.3	63.3	4.3	67.4	-5.3	44.21	3.9	54.28	3.6
Economy	13.6	13.4	*	17.6	67.1	2.9	76.7	4.9	37.43	4.3	38.47	4.5
All Suites	17.3	17.0	17.2	23.1	68.5	2.5	70.4	-1.4	80.26	5.5	97.94	5.8

* Insufficient Response

YEAR TO DATE TREND REPORT - AS OF SEPTEMBER 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	SEP	% CHG	SEP	% CHG	SEP	% CHG	SEP	% CHG
TOTAL	5.9	6.0	4.4	12.0	68.4	1.0	65.6	0.9	$ 72.39	3.7	$100.72	3.6
CENSUS REGION:												
Northeast	1.8	1.5	1.3	7.1	70.4	-3.6	47.0	1.1	$111.96	5.4	$158.87	5.8
North Central	1.9	1.1	2.6	8.6	62.0	-1.7	41.3	1.5	56.47	3.3	86.52	4.1
South	8.0	8.2	5.4	16.3	70.1	3.4	82.1	-0.7	65.21	4.9	89.96	4.7
West	8.3	8.5	7.7	9.3	65.8	0.5	60.3	2.9	67.05	1.4	89.23	1.2
CENSUS DIVISION:												
New England	-1.4	-1.8	-1.3	6.3	61.7	-5.7	39.4	6.5	$ 82.57	3.3	$103.05	3.7
Middle Atlantic	2.3	2.1	1.6	7.2	73.2	-2.9	48.2	0.6	119.95	5.7	174.05	6.0
South Atlantic	9.3	9.8	5.8	17.6	74.2	3.6	94.9	-0.3	69.17	5.6	97.69	5.1
East North Central	1.8	1.5	0.9	9.8	62.5	-2.2	39.2	2.1	57.78	4.1	89.00	4.4
East South Central	-9.1	-10.9	-4.8	*	47.1	-8.5	26.0	0.4	44.19	-2.5	60.29	-0.5
West North Central	2.2	0.5	5.7	4.8	61.1	-1.1	46.1	0.4	54.13	1.8	82.08	3.5
West South Central	4.3	4.1	4.0	10.2	62.3	2.8	49.2	-3.9	55.94	2.5	71.78	2.7
Mountain	0.6	1.3	-4.9	-0.6	58.7	3.0	39.7	10.0	51.09	-0.9	58.10	-1.6
Pacific	10.5	10.9	9.0	14.4	69.6	-1.4	62.5	2.5	74.26	1.5	103.31	1.1
AFFILIATION:												
Chain	5.5	5.8	3.7	10.7	68.5	0.9	63.5	2.3	$ 69.98	3.6	$ 94.87	3.4
Independent	7.3	6.8	6.5	15.6	68.0	2.1	75.1	-4.1	84.63	3.7	130.48	4.1
LOCATION:												
Center City	3.4	3.3	2.5	8.1	66.8	-0.4	52.7	-0.4	$ 92.06	4.1	$128.76	4.2
Suburban	5.6	5.8	3.9	12.6	65.3	2.2	53.8	3.3	58.97	2.4	78.70	2.2
Airport	6.4	7.9	1.0	10.9	69.5	0.4	38.6	-4.2	57.38	2.8	76.56	1.4
Highway	6.4	6.2	6.3	12.6	68.9	1.3	95.3	4.7	47.44	3.2	58.51	3.4
Resort	10.1	10.1	8.3	18.1	73.8	2.8	103.4	-1.5	89.30	6.4	136.79	6.4
SIZE:												
Under 150 Rooms	5.2	5.5	2.7	13.0	65.6	1.1	63.6	1.9	$ 50.83	3.8	$ 61.22	3.6
150 - 299 Rooms	6.0	6.3	4.7	8.4	65.8	1.9	59.2	2.6	61.65	2.6	84.00	2.4
300 - 600 Rooms	6.1	6.0	5.3	12.8	68.4	0.7	62.0	-1.3	76.75	4.0	110.39	4.2
Over 600 Rooms	5.8	5.9	3.7	13.3	74.7	0.3	75.5	1.8	98.36	4.5	142.25	4.4
TYPE:												
Hotel	5.8	5.8	4.5	12.4	68.2	0.9	57.9	0.3	$ 86.67	3.9	$126.71	3.9
Motor Hotel	5.3	5.5	4.1	7.1	68.1	1.0	74.2	3.2	47.29	3.2	57.53	3.0
Economy	9.4	9.3	12.6	12.8	67.9	1.0	87.1	-3.3	38.73	4.0	39.97	4.1
All Suites	7.7	8.3	2.4	12.4	72.8	2.2	119.4	1.9	86.44	4.1	110.70	3.5

* Insufficient Response

VARIATION REPORT - SEPTEMBER 1989 COMPARED WITH SEPTEMBER 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	11.8	12.0	10.3	12.0	5.6	15.3	4.7	4.9	2.9	7.6	-	1.8	0.4
CENSUS REGION:													
Northeast	11.7	10.4	14.0	14.8	12.0	17.7	7.0	5.8	7.9	12.4	3.5	4.3	5.4
North Central	2.5	0.9	4.6	6.4	-0.3	11.5	4.8	3.1	2.2	13.1	4.0	2.8	-0.3
South	15.3	16.6	10.4	13.2	3.2	19.7	5.9	7.1	-0.7	8.1	-2.6	-1.0	-3.4
West	5.2	10.1	7.9	9.1	4.0	-14.8	1.2	2.0	4.8	-23.6	-8.2	3.4	-2.6
CENSUS DIVISION:													
Middle Atlantic	11.7	10.4	14.0	14.8	12.0	17.7	7.0	5.8	7.9	12.4	3.5	4.3	5.4
South Atlantic	14.7	16.0	9.5	12.3	2.5	21.7	5.4	6.6	-1.1	10.7	-0.7	0.6	-0.9
East North Central	2.2	1.9	-0.2	1.1	-3.8	12.5	5.6	5.2	-2.1	15.2	3.3	2.9	-2.5
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	2.9	-0.2	10.7	12.8	4.3	7.0	4.0	0.8	7.2	6.2	5.0	3.0	2.2
West South Central	16.7	17.7	12.9	16.0	5.2	12.4	7.1	8.0	0.9	0.2	-7.7	-5.0	-9.9
Mountain	3.6	3.7	2.3	8.4	-12.2	3.4	-1.4	-1.2	-0.4	-4.8	-5.6	-2.6	-8.2
Pacific	10.5	12.1	8.4	9.1	5.8	-17.9	1.2	2.6	5.2	-27.2	-8.8	5.2	-1.0
AFFILIATION:													
Chain	11.5	11.7	10.1	11.4	6.3	14.3	4.3	4.5	3.6	7.4	0.4	2.0	1.0
Independent	13.0	13.3	11.2	14.5	3.2	19.8	6.8	7.1	-1.1	6.5	-3.9	-0.8	-4.8
LOCATION:													
Center City	10.8	11.0	9.7	11.0	5.7	13.6	6.0	6.2	4.1	8.1	-0.6	1.8	0.1
Suburban	9.4	10.7	3.4	4.9	-0.7	18.9	3.8	5.0	1.4	14.2	-1.5	0.2	-2.7
Airport	11.2	10.2	13.6	15.0	8.4	14.9	0.6	-0.3	4.5	4.7	-0.1	2.0	0.1
Highway	11.3	12.7	5.7	5.4	6.3	6.2	4.0	5.3	-1.4	0.2	2.2	4.6	-3.6
Resort	17.0	17.7	15.3	18.3	7.5	19.0	6.3	7.0	-0.1	1.2	2.4	3.4	2.2
SIZE:													
Under 150 Rooms	7.2	7.9	4.5	4.3	5.2	-2.2	3.2	3.8	-0.4	-2.4	8.1	8.2	0.3
150 - 299 Rooms	10.0	10.9	6.8	7.6	4.6	13.1	4.4	5.1	2.8	7.6	0.3	4.2	0.7
300 - 600 Rooms	12.6	13.0	11.9	13.5	7.3	9.0	3.5	3.8	3.0	0.2	-4.9	-3.2	-4.5
Over 600 Rooms	13.5	13.4	12.1	14.6	5.0	20.9	5.1	5.0	3.2	10.7	0.5	1.4	2.4
TYPE:													
Hotel	12.2	12.6	10.5	12.2	5.6	15.9	4.4	4.7	2.6	7.2	-0.6	1.2	0.1
Motor Hotel	7.9	8.2	7.4	8.4	4.8	3.3	3.6	3.9	3.7	-0.3	1.4	3.0	0.8
Economy	13.6	13.4	*	*	*	17.6	4.5	4.3	*	13.5	4.5	4.7	*
All Suites	17.3	17.0	17.2	19.6	10.1	23.1	5.8	5.5	-0.5	10.0	-5.5	-1.6	-6.1

* Insufficient Response
\- No Change

YEAR TO DATE VARIATION REPORT - AS OF SEPTEMBER 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.9	6.0	4.4	5.3	1.9	12.0	3.6	3.7	3.1	10.9	4.9	5.3	3.3
CENSUS REGION:													
Northeast	1.8	1.5	1.3	2.4	-1.9	7.1	5.8	5.4	4.7	11.2	9.5	8.9	7.9
North Central	1.9	1.1	2.6	3.8	-1.0	8.6	4.1	3.3	3.0	10.0	3.4	4.3	1.3
South	8.0	8.2	5.4	6.0	3.8	16.3	4.7	4.9	2.4	12.9	3.0	4.1	1.6
West	8.3	8.5	7.7	8.6	4.7	9.3	1.2	1.4	3.6	1.6	1.5	5.5	0.4
CENSUS DIVISION:													
New England	-1.4	-1.8	-1.3	-0.1	-4.2	6.3	3.7	3.3	5.7	14.1	5.5	6.9	8.0
Middle Atlantic	2.3	2.1	1.6	2.7	-1.6	7.2	6.0	5.7	4.6	10.8	10.0	9.1	7.9
South Atlantic	9.3	9.8	3.8	6.1	5.0	17.6	5.1	5.6	1.7	13.2	3.2	3.8	1.3
East North Central	1.8	1.5	0.9	2.0	-2.1	9.8	4.4	4.1	1.6	11.3	3.3	5.1	-0.5
East South Central	-9.1	-10.9	-4.8	-2.7	-14.2	*	-0.5	-2.5	2.5	*	*	*	*
West North Central	2.2	0.5	5.7	7.2	1.3	4.8	3.5	1.8	5.4	5.9	3.9	2.4	4.7
West South Central	4.3	4.1	4.0	5.6	-0.7	10.2	2.7	2.5	3.6	9.6	1.7	4.1	1.2
Mountain	0.6	1.3	-4.9	-2.6	-11.4	-0.6	-1.6	-0.9	-8.1	-5.3	0.2	2.7	-2.2
Pacific	10.5	10.9	9.0	9.7	6.5	14.4	1.1	1.5	4.8	5.3	1.8	6.1	0.8
AFFILIATION:													
Chain	5.5	5.8	3.7	4.7	0.9	10.7	3.4	3.6	2.7	10.0	5.2	5.8	3.9
Independent	7.3	6.8	6.5	7.0	5.0	15.6	4.1	3.7	3.8	12.7	3.2	2.7	0.3
LOCATION:													
Center City	3.4	3.3	2.5	3.6	-0.7	8.1	4.2	4.1	3.8	9.6	6.2	6.5	4.7
Suburban	5.6	5.8	3.9	4.8	1.2	12.6	2.2	2.4	0.2	11.1	3.1	4.2	1.0
Airport	6.4	7.9	1.0	2.4	-3.2	10.9	1.4	2.8	1.4	9.1	4.3	4.2	4.5
Highway	6.4	6.2	6.3	7.8	1.7	12.6	3.4	3.2	0.4	6.3	3.4	9.1	-4.4
Resort	10.1	10.1	8.3	8.4	7.9	18.1	6.4	6.4	4.5	14.5	5.3	4.4	3.3
SIZE:													
Under 150 Rooms	5.2	5.5	2.7	3.3	1.2	13.0	3.6	3.8	4.3	14.6	8.0	7.6	8.7
150 - 299 Rooms	6.0	6.3	4.7	5.8	1.8	8.4	2.4	2.6	2.5	5.1	2.4	3.9	2.4
300 - 600 Rooms	6.1	6.0	5.3	6.1	2.9	12.8	4.2	4.0	2.9	11.7	2.4	2.8	0.9
Over 600 Rooms	5.8	5.9	3.7	4.6	1.2	13.3	4.4	4.5	3.7	13.5	7.6	7.5	5.3
TYPE:													
Hotel	5.8	5.8	4.5	5.3	2.4	12.4	3.9	3.9	3.4	12.0	5.2	5.1	3.3
Motor Hotel	5.3	5.5	4.1	5.8	-0.7	7.1	3.0	3.2	2.9	5.3	5.6	10.2	4.5
Economy	9.4	9.3	12.6	12.0	14.4	12.8	4.1	4.0	4.3	11.1	4.4	4.1	*
All Suites	7.7	8.3	2.4	3.4	-0.6	12.4	3.5	4.1	-0.6	7.9	1.4	2.3	-

* Insufficient Response
\- No Change

FOOD AND BEVERAGE REPORT - SEPTEMBER 1989 COMPARED WITH SEPTEMBER 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 42.02	$ 40.82	$ 12.81	$ 12.42	0.30	0.31	0.21	0.20	50.4	51.3	$ 8.76	$ 8.82	8.2
CENSUS REGION:													
Northeast	$ 50.84	$ 47.10	$ 17.83	$ 17.00	0.28	0.29	0.20	0.19	54.6	55.8	$ 12.55	$ 12.54	7.8
North Central	41.03	40.16	9.88	9.49	0.31	0.33	0.21	0.23	40.8	41.6	5.38	5.34	2.4
South	34.59	34.83	11.70	11.56	0.31	0.33	0.21	0.20	49.1	49.9	7.85	8.15	10.9
West	48.36	46.15	11.48	11.10	0.30	0.31	0.22	0.23	49.6	51.3	6.84	6.61	8.0
CENSUS DIVISION:													
Middle Atlantic	$ 50.84	$ 47.10	$ 17.83	$ 17.00	0.28	0.29	0.20	0.19	54.6	55.8	$ 12.55	$ 12.54	7.8
South Atlantic	38.16	38.58	12.49	12.10	0.30	0.32	0.21	0.20	50.1	49.4	8.37	8.25	7.2
East North Central	33.86	34.59	9.08	8.76	0.33	0.35	0.22	0.23	44.2	43.8	5.58	5.34	-3.7
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	53.82	50.21	11.05	10.73	0.28	0.30	0.20	0.22	37.3	39.1	5.12	5.34	11.4
West South Central	27.10	26.87	9.75	10.10	0.33	0.35	0.19	0.20	46.2	51.5	6.41	7.84	21.5
Mountain	26.10	26.21	7.63	6.66	0.32	0.33	0.20	0.21	49.4	57.5	4.53	5.35	9.5
Pacific	51.61	49.07	11.73	11.39	0.29	0.30	0.23	0.23	49.6	50.3	7.41	6.87	7.9
AFFILIATION:													
Chain	$ 39.06	$ 37.71	$ 12.65	$ 12.33	0.29	0.31	0.20	0.20	50.1	51.3	$ 8.73	$ 8.81	8.4
Independent	58.35	58.99	13.48	12.76	0.32	0.33	0.22	0.21	51.8	51.0	8.89	8.87	7.4
LOCATION:													
Center City	$ 41.30	$ 39.66	$ 14.87	$ 14.79	0.28	0.29	0.19	0.20	54.4	55.9	$ 11.26	$ 11.53	9.6
Suburban	38.10	37.57	10.77	10.08	0.31	0.33	0.23	0.23	41.2	43.0	6.06	5.96	1.5
Airport	36.06	34.51	10.36	10.27	0.29	0.31	0.21	0.21	43.1	45.6	5.96	6.14	15.5
Highway	31.50	31.96	10.10	8.98	0.31	0.33	0.22	0.24	42.6	44.5	5.40	4.93	-2.1
Resort	56.49	56.55	12.98	12.35	0.32	0.33	0.22	0.19	53.2	50.3	8.51	8.54	9.0
SIZE:													
Under 150 Rooms	$ 49.55	$ 49.76	$ 10.43	$ 9.21	0.36	0.38	0.27	0.26	45.4	45.3	$ 6.40	$ 5.77	-8.7
150 - 299 Rooms	36.71	35.70	10.07	9.65	0.32	0.35	0.22	0.23	47.9	48.3	6.43	6.30	1.9
300 - 600 Rooms	39.75	38.59	12.45	12.05	0.30	0.32	0.21	0.22	46.2	48.8	7.61	7.76	9.9
Over 600 Rooms	46.42	44.98	15.64	15.79	0.27	0.28	0.19	0.18	54.3	54.6	11.57	12.08	15.0
TYPE:													
Hotel	$ 45.89	$ 44.74	$ 13.47	$ 13.20	0.29	0.31	0.21	0.20	51.7	52.4	$ 9.51	$ 9.62	9.2
Motor Hotel	24.97	24.07	8.03	7.33	0.34	0.36	0.22	0.22	39.6	41.4	4.14	4.15	1.1
Economy	*	*	*	*	*	*	*	*	*	*	*	*	*
All Suites	56.87	57.15	18.22	16.52	0.29	0.33	0.23	0.25	44.9	47.7	9.37	9.44	7.8

* Insufficient Response

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF SEPTEMBER 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 42.97	$ 41.67	$ 12.21	$ 11.73	0.31	0.31	0.21	0.21	48.9	48.7	$ 8.21	$ 7.93	1.2
CENSUS REGION:													
Northeast	$ 48.40	$ 46.23	$ 15.91	$ 15.33	0.29	0.29	0.20	0.20	56.1	54.4	$ 12.02	$ 11.33	-2.3
North Central	42.50	41.28	9.66	9.32	0.33	0.33	0.23	0.24	43.2	43.7	5.56	5.43	0.4
South	38.91	38.00	11.73	11.23	0.32	0.32	0.21	0.21	45.3	45.7	7.36	7.16	1.4
West	48.13	46.45	11.36	10.84	0.31	0.32	0.23	0.23	51.9	51.7	7.16	6.89	5.2
CENSUS DIVISION:													
New England	$ 48.20	$ 45.60	$ 11.74	$ 11.37	0.33	0.34	0.22	0.23	54.7	53.6	$ 8.65	$ 8.51	-2.9
Middle Atlantic	48.43	46.30	16.51	15.90	0.28	0.28	0.20	0.20	56.3	54.4	12.48	11.71	-2.1
South Atlantic	43.09	42.35	12.57	11.99	0.31	0.32	0.22	0.21	44.9	45.0	7.76	7.46	0.6
East North Central	40.29	39.65	9.32	9.00	0.33	0.34	0.24	0.24	43.2	43.6	5.48	5.35	-1.7
East South Central	18.31	17.86	*	*	*	*	*	*	*	*	*	*	*
West North Central	47.28	44.84	10.27	9.92	0.31	0.31	0.22	0.23	43.3	43.8	5.69	5.59	4.1
West South Central	28.07	27.10	9.06	8.73	0.33	0.33	0.21	0.21	47.2	48.6	6.01	6.15	4.4
Mountain	30.09	32.74	8.88	9.07	0.33	0.33	0.25	0.24	48.3	45.7	5.42	5.23	-0.2
Pacific	50.94	48.59	11.60	11.02	0.31	0.32	0.23	0.22	53.0	53.9	7.76	7.49	5.7
AFFILIATION:													
Chain	$ 37.97	$ 36.98	$ 12.04	$ 11.60	0.30	0.31	0.21	0.21	49.9	49.2	$ 8.28	$ 7.98	1.2
Independent	68.07	65.58	12.86	12.26	0.32	0.33	0.23	0.23	45.6	46.9	7.86	7.66	1.6
LOCATION:													
Center City	$ 42.23	$ 40.67	$ 14.16	$ 13.69	0.29	0.29	0.20	0.21	55.4	54.9	$ 10.99	$ 10.65	0.5
Suburban	36.55	36.46	9.59	9.45	0.33	0.34	0.23	0.23	45.4	44.6	5.85	5.75	3.7
Airport	33.17	32.72	10.24	10.02	0.32	0.32	0.21	0.21	46.4	46.0	6.15	5.95	-0.3
Highway	32.91	32.78	9.26	8.60	0.32	0.33	0.23	0.23	38.6	39.4	4.79	4.45	-1.1
Resort	60.71	58.08	13.35	12.54	0.32	0.32	0.22	0.21	42.4	42.4	7.47	7.14	2.2
SIZE:													
Under 150 Rooms	$ 45.98	$ 44.08	$ 8.98	$ 8.34	0.36	0.37	0.26	0.26	44.3	43.2	$ 4.90	$ 4.43	-4.4
150 - 299 Rooms	36.65	35.76	9.83	9.43	0.33	0.34	0.23	0.24	47.0	46.9	6.36	6.12	1.2
300 - 600 Rooms	44.33	43.06	12.41	12.08	0.31	0.32	0.22	0.21	46.4	46.4	7.68	7.65	3.6
Over 600 Rooms	46.56	44.89	15.12	14.49	0.28	0.28	0.19	0.19	52.8	52.4	11.19	10.64	-
TYPE:													
Hotel	$ 47.38	$ 45.84	$ 13.10	$ 12.60	0.30	0.31	0.21	0.21	50.0	49.8	$ 9.04	$ 8.75	1.3
Motor Hotel	25.86	25.13	7.45	7.11	0.35	0.35	0.23	0.22	41.5	40.7	4.11	3.92	[illegible]
Economy	8.40	8.05	*	*	*	*	*	*	*	*	*	*	[illegible]
All Suites	44.88	45.17	14.75	14.23	0.32	0.33	0.24	0.25	42.9	42.4	8.35	7.97	[illegible]

* Insufficient Response

TWELVE MONTH ROOMS REPORT - AS OF SEPTEMBER 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	66.3	65.3	63.5	63.0	$ 72.07	$ 69.59	$ 50.78	$ 48.94	$ 18.33	$ 17.71	21.1	21.3
CENSUS REGION:												
Northeast	71.1	73.1	46.6	45.8	$113.58	$107.62	$ 80.59	$ 76.63	$ 26.00	$ 23.95	22.0	21.4
North Central	60.9	61.4	40.4	40.4	56.16	54.04	41.06	39.73	13.56	13.14	23.3	23.6
South	67.3	64.7	79.4	80.2	64.23	61.54	41.91	39.90	15.53	15.49	19.4	20.2
West	63.3	63.0	58.8	57.4	66.41	65.05	47.38	46.44	15.46	14.85	24.1	24.1
CENSUS DIVISION:												
New England	61.9	65.0	38.7	37.0	$ 83.95	$ 80.38	$ 62.07	$ 59.73	$ 19.78	$ 18.40	22.0	21.6
Middle Atlantic	74.1	75.7	47.8	47.2	121.69	115.15	83.31	79.13	27.31	25.13	22.0	21.4
South Atlantic	70.4	67.8	91.1	92.1	67.82	64.66	41.95	39.56	16.38	16.48	19.3	20.5
East North Central	61.6	62.2	38.3	38.1	57.83	55.05	43.11	41.42	13.91	13.47	23.0	23.5
East South Central	50.8	54.0	*	*	45.67	45.20	*	*	*	*	*	*
West North Central	59.7	60.0	44.6	45.1	53.20	52.24	37.18	36.50	12.84	12.46	24.2	23.9
West South Central	60.9	58.5	48.8	49.9	55.67	54.30	41.85	41.12	13.06	12.71	19.5	19.2
Mountain	56.7	55.4	44.1	42.1	52.34	52.10	38.99	39.02	14.35	14.36	25.7	26.3
Pacific	66.9	67.6	61.1	60.0	72.85	71.47	48.60	47.54	16.00	15.10	23.5	23.1
AFFILIATION:												
Chain	66.5	65.6	61.1	60.2	$ 69.68	$ 67.36	$ 49.88	$ 48.26	$ 17.76	$ 16.91	21.1	20.9
Independent	65.1	63.8	74.1	76.0	84.07	80.81	54.61	51.81	21.85	22.72	21.2	23.3
LOCATION:												
Center City	66.5	66.3	51.7	52.0	$ 92.95	$ 89.19	$ 66.97	$ 63.73	$ 22.64	$ 21.34	21.6	21.4
Suburban	63.0	61.4	51.7	50.0	58.68	57.48	39.98	39.53	13.64	13.16	21.5	21.4
Airport	67.2	66.9	37.6	38.9	57.09	55.57	46.41	45.08	13.48	12.92	21.6	21.4
Highway	65.4	64.5	90.5	87.4	46.37	44.96	27.16	26.65	12.10	11.34	22.5	21.7
Resort	70.1	67.5	100.1	101.7	86.82	82.07	49.82	46.82	19.13	19.89	18.8	20.8
SIZE:												
Under 150 Rooms	62.9	61.9	62.5	61.2	$ 49.38	$ 47.53	$ 32.89	$ 32.04	$ 15.21	$ 14.33	29.4	29.2
150 - 299 Rooms	63.3	61.8	57.5	56.0	61.11	59.64	42.19	41.62	15.42	15.00	21.7	21.7
300 - 600 Rooms	66.6	65.8	60.1	60.6	76.31	73.46	52.33	50.14	16.00	15.59	19.3	19.6
Over 600 Rooms	73.8	73.2	72.3	72.0	99.65	95.31	62.82	59.72	23.42	22.48	21.0	21.3
TYPE:												
Hotel	66.9	66.2	56.3	56.2	$ 86.73	$ 83.46	$ 60.72	$ 58.15	$ 19.90	$ 19.24	20.7	20.9
Motor Hotel	65.1	63.6	71.5	69.9	46.50	45.11	29.49	29.06	11.70	10.96	22.1	21.4
Economy	63.7	62.9	82.4	85.1	37.25	35.85	21.72	20.81	13.55	13.22	40.0	40.3
All Suites	69.7	68.0	114.5	113.0	84.12	81.21	42.36	41.25	19.55	19.29	19.7	20.2

* Insufficient Response

TWELVE MONTH TREND REPORT - AS OF SEPTEMBER 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	SEP	% CHG	SEP	% CHG	SEP	% CHG	SEP	% CHG
TOTAL	6.7	6.9	5.3	10.1	66.3	1.5	63.5	0.8	$ 72.07	3.6	$102.36	3.3
CENSUS REGION:												
Northeast	2.5	2.5	0.8	8.4	71.1	-2.7	46.6	1.7	$113.58	5.5	$164.01	5.5
North Central	2.7	2.9	2.8	0.9	60.9	-0.8	40.4	-	56.16	3.9	87.58	3.8
South	9.1	9.1	7.6	15.4	67.3	4.0	79.4	-1.0	64.23	4.4	90.26	4.3
West	9.1	9.7	8.2	-0.7	63.3	0.5	58.8	2.4	66.41	2.1	90.85	1.5
CENSUS DIVISION:												
New England	0.8	-0.2	0.4	14.3	61.9	-4.8	38.7	4.6	$ 83.95	4.2	$114.66	5.2
Middle Atlantic	2.8	3.1	0.9	7.4	74.1	-2.1	47.8	1.3	121.69	5.7	177.51	5.4
South Atlantic	10.2	10.4	8.1	16.5	70.4	3.8	91.1	-1.1	67.82	4.9	97.64	4.7
East North Central	2.9	3.8	1.3	0.6	61.6	-1.0	38.3	0.5	57.83	5.0	88.95	4.1
East South Central	-5.5	-4.9	*	*	50.8	-5.9	*	*	45.67	1.0	64.99	0.4
West North Central	2.5	1.1	5.3	1.6	59.7	-0.5	44.6	-1.1	53.20	1.8	85.13	3.2
West South Central	5.8	5.6	5.6	11.1	60.9	4.1	48.8	-2.2	55.67	2.5	72.46	2.7
Mountain	0.8	2.3	-0.9	-11.6	56.7	2.3	44.1	4.8	52.34	0.5	66.69	-1.0
Pacific	11.8	12.4	9.9	17.8	66.9	-1.0	61.1	1.8	72.85	1.9	101.90	1.4
AFFILIATION:												
Chain	6.3	6.8	4.5	8.2	66.5	1.4	61.1	1.5	$ 69.68	3.4	$ 96.43	3.0
Independent	8.1	7.5	7.7	15.3	65.1	2.0	74.1	-2.5	84.07	4.0	132.12	4.6
LOCATION:												
Center City	4.5	4.7	3.1	8.0	66.5	0.3	51.7	-0.6	$ 92.95	4.2	$132.07	4.0
Suburban	7.8	7.5	7.9	14.4	63.0	2.6	51.7	3.4	58.68	2.1	80.53	2.4
Airport	6.9	8.3	2.8	4.5	67.2	0.4	37.6	-3.3	57.09	2.7	77.66	1.4
Highway	6.5	6.5	5.6	11.9	65.4	1.4	90.5	3.5	46.37	3.1	58.24	3.2
Resort	10.0	10.5	8.2	12.6	70.1	3.9	100.1	-1.6	86.82	5.8	136.48	5.3
SIZE:												
Under 150 Rooms	6.5	7.0	3.5	9.4	62.9	1.6	62.5	2.1	$ 49.38	3.9	$ 59.94	3.4
150 - 299 Rooms	7.2	7.2	6.9	9.2	63.3	2.4	57.5	2.7	61.11	2.5	85.38	2.5
300 - 600 Rooms	7.3	7.1	6.8	11.8	66.6	1.2	60.1	-0.8	76.31	3.9	112.34	4.0
Over 600 Rooms	5.8	6.5	3.1	9.5	73.8	0.8	72.3	0.4	99.65	4.6	146.68	3.9
TYPE:												
Hotel	6.5	6.7	5.3	10.3	66.9	1.1	56.3	0.2	$ 86.73	3.9	$129.40	3.8
Motor Hotel	6.5	6.7	5.1	8.3	65.1	2.4	71.5	2.3	46.50	3.1	57.49	2.8
Economy	11.0	10.7	21.8	14.4	63.7	1.3	82.4	-3.2	37.25	3.9	38.47	4.1
All Suites	8.5	9.0	5.2	10.2	69.7	2.5	114.5	1.3	84.12	3.6	111.13	3.1

* Insufficient Response
\- No Change

TWELVE-MONTH VARIATION REPORT - AS OF SEPTEMBER 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	6.7	6.9	5.3	6.4	2.1	10.1	3.3	3.6	3.2	8.0	4.7	3.5	3.2
CENSUS REGION:													
Northeast	2.5	2.5	0.8	1.9	-2.1	8.4	5.5	5.5	3.2	11.4	9.8	8.6	7.9
North Central	2.7	2.9	2.8	4.2	-1.4	0.9	3.8	3.9	2.4	1.2	3.4	3.2	1.3
South	9.1	9.1	7.6	8.7	4.5	15.4	4.3	4.4	3.7	10.8	1.8	0.3	1.0
West	9.1	9.7	8.2	9.3	4.8	-0.7	1.5	2.1	3.4	-8.0	3.1	4.1	2.6
CENSUS DIVISION:													
New England	0.8	-0.2	0.4	1.2	-1.6	14.3	5.2	4.2	5.7	20.3	6.5	7.5	9.0
Middle Atlantic	2.8	3.1	0.9	2.0	-2.1	7.4	5.4	5.7	2.9	9.9	10.2	8.7	7.8
South Atlantic	10.2	10.4	8.1	9.1	5.4	16.5	4.7	4.9	3.5	11.2	2.0	-0.6	1.1
East North Central	2.9	3.8	1.3	2.4	-2.1	0.6	4.1	5.0	1.0	1.1	3.2	3.3	-0.6
East South Central	-5.5	-4.9	*	*	*	*	0.4	1.0	*	*	*	*	*
West North Central	2.5	1.1	5.3	7.2	-0.3	1.6	3.2	1.8	4.5	1.7	4.0	3.0	4.7
West South Central	5.8	5.6	5.6	7.3	0.8	11.1	2.7	2.5	3.3	8.5	0.4	2.8	-0.4
Mountain	0.8	2.3	-0.9	0.4	-4.3	-11.6	-1.0	0.5	-2.5	-14.4	1.5	-0.1	-1.0
Pacific	11.8	12.4	9.9	10.9	6.8	17.8	1.4	1.9	4.4	6.8	5.2	6.0	4.9
AFFILIATION:													
Chain	6.3	6.8	4.5	5.6	1.4	8.2	3.0	3.4	2.4	6.3	5.1	5.0	3.7
Independent	8.1	7.5	7.7	8.9	4.2	15.3	4.6	4.0	5.5	12.4	2.5	-3.8	1.1
LOCATION:													
Center City	4.5	4.7	3.1	4.2	-0.3	8.0	4.0	4.2	3.3	8.4	6.6	6.1	5.0
Suburban	7.8	7.5	7.9	10.1	1.9	14.4	2.4	2.1	3.5	11.3	3.2	3.6	1.7
Airport	6.9	8.3	2.8	4.3	-1.5	4.5	1.4	2.7	2.2	2.2	4.2	4.3	4.1
Highway	6.5	6.5	5.6	7.5	0.6	11.9	3.2	3.1	-0.1	5.4	2.2	6.7	-5.0
Resort	10.0	10.5	8.2	8.5	7.4	12.6	5.3	5.8	3.8	7.9	2.8	-3.8	2.4
SIZE:													
Under 150 Rooms	6.5	7.0	3.5	4.3	1.2	9.4	3.4	3.9	3.8	9.9	5.8	6.1	6.0
150 - 299 Rooms	7.2	7.2	6.9	8.7	2.0	9.2	2.5	2.5	3.8	5.0	1.7	2.8	1.3
300 - 600 Rooms	7.3	7.1	6.8	7.8	3.9	11.8	4.0	3.9	3.5	9.2	3.3	2.6	1.8
Over 600 Rooms	5.8	6.5	3.1	4.0	0.6	9.5	3.9	4.6	2.6	8.8	7.1	4.2	5.4
TYPE:													
Hotel	6.5	6.7	5.3	6.4	2.3	10.3	3.8	3.9	3.5	8.7	5.1	3.4	3.5
Motor Hotel	6.5	6.7	5.1	6.9	0.2	8.3	2.8	3.1	2.7	5.4	4.0	6.8	3.5
Economy	11.0	10.7	21.8	21.2	24.1	14.4	4.1	3.9	10.1	11.0	1.3	2.5	*
All Suites	8.5	9.0	5.2	6.5	1.6	10.2	3.1	3.6	1.0	4.6	0.5	1.3	-0.7

* Insufficient Response

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF SEPTEMBER 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 45.10	$ 43.70	$ 12.67	$ 12.13	0.31	0.31	0.22	0.22	47.7	47.4	$ 8.28	$ 8.03	2.3
CENSUS REGION:													
Northeast	$ 50.84	$ 49.24	$ 16.39	$ 15.96	0.28	0.29	0.20	0.20	53.0	50.7	$ 11.61	$ 10.92	-1.2
North Central	44.50	43.47	9.71	9.44	0.33	0.33	0.23	0.23	41.9	42.4	5.50	5.45	1.8
South	40.96	39.51	12.32	11.56	0.32	0.32	0.22	0.22	45.1	45.9	7.55	7.41	2.6
West	49.56	47.94	11.63	11.11	0.32	0.33	0.23	0.23	51.0	50.6	7.56	7.22	6.0
CENSUS DIVISION:													
New England	$ 52.85	$ 49.99	$ 12.75	$ 12.38	0.32	0.33	0.23	0.23	51.4	49.7	$ 8.91	$ 8.61	-1.6
Middle Atlantic	50.57	49.13	17.05	16.60	0.28	0.28	0.20	0.20	53.3	50.8	12.08	11.32	-1.1
South Atlantic	45.15	43.63	13.24	12.29	0.31	0.32	0.22	0.22	44.8	45.4	8.00	7.75	1.7
East North Central	41.81	41.38	9.22	9.03	0.33	0.34	0.24	0.24	41.9	42.4	5.42	5.42	0.7
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	49.63	47.48	10.45	10.05	0.32	0.32	0.23	0.23	41.7	42.2	5.63	5.50	3.6
West South Central	29.79	28.83	9.34	9.12	0.33	0.33	0.21	0.23	46.2	48.1	6.03	6.23	6.0
Mountain	41.18	42.24	11.21	11.18	0.35	0.34	0.23	0.23	47.4	47.2	7.18	7.12	0.2
Pacific	51.35	49.20	11.69	11.10	0.31	0.32	0.23	0.22	53.3	53.1	7.76	7.28	6.9
AFFILIATION:													
Chain	$ 40.00	$ 39.06	$ 12.34	$ 11.94	0.30	0.31	0.21	0.21	48.2	47.5	$ 8.24	$ 7.97	2.5
Independent	70.94	67.24	13.96	12.88	0.32	0.33	0.23	0.23	46.0	47.0	8.51	8.32	1.6
LOCATION:													
Center City	$ 44.63	$ 43.22	$ 14.59	$ 14.05	0.29	0.29	0.21	0.21	52.7	51.9	$ 10.73	$ 10.31	1.0
Suburban	40.00	38.64	10.37	9.78	0.33	0.34	0.23	0.23	44.0	43.3	5.94	5.90	5.3
Airport	34.85	34.10	10.59	10.28	0.32	0.32	0.22	0.21	45.6	45.4	6.31	6.10	1.2
Highway	34.44	34.48	9.24	8.70	0.32	0.33	0.22	0.22	39.0	39.6	4.78	4.57	0.5
Resort	61.72	59.48	13.75	13.08	0.32	0.33	0.22	0.21	43.3	43.6	7.97	7.74	3.4
SIZE:													
Under 150 Rooms	$ 46.24	$ 44.53	$ 9.18	$ 8.55	0.36	0.37	0.26	0.27	43.4	42.9	$ 5.03	$ 4.64	-3.7
150 - 299 Rooms	39.05	37.61	10.55	9.83	0.33	0.34	0.24	0.24	46.1	46.3	6.49	6.33	2.2
300 - 600 Rooms	46.30	44.75	12.62	12.30	0.32	0.32	0.22	0.22	45.7	45.9	7.72	7.73	5.6
Over 600 Rooms	49.04	47.81	15.74	15.12	0.28	0.28	0.19	0.19	51.0	49.9	11.30	10.64	-0.1
TYPE:													
Hotel	$ 49.45	$ 47.80	$ 13.59	$ 12.98	0.30	0.31	0.21	0.21	48.7	48.4	$ 9.08	$ 8.77	2.1
Motor Hotel	27.38	26.66	7.38	7.32	0.35	0.35	0.23	0.23	41.1	40.5	4.24	4.11	3.2
Economy	9.12	8.28	*	*	*	*	*	*	*	*	*	*	*
All Suites	48.27	47.77	15.22	14.74	0.32	0.32	0.24	0.25	41.7	42.4	8.40	8.34	2.4

* Insufficient Response

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Laventhol & Horwath
Certified Public Accountants

NATIONAL TREND OF BUSINESS

Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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OCTOBER 1989 COMPARED WITH OCTOBER 1988

Fourth Quarter Begins With Slight Rate Increase

The lodging industry's performance in October displayed a modest increase of 0.4 percent in overall occupancies. The national occupancy rate was reported at 71.8. While occupancies in most segments were down, a few segments showed some demand. Properties in the South Atlantic and Mountain regions of the country had risen 4.0 and 9.7 percent respectively. These increases showed significant abundance around airport locations, where occupancies increased 4.2 percent.

As the colder weather surmounts, average room rates seem to be increasing steadily. For the month of October, the average rate was $75.74, holding a 2.7 increase from the same period in 1988. More specifically, the areas of the nation with the greatest rise in room rates were located along the Atlantic coast. The Middle Atlantic and Southern Atlantic regions reported increases of 4.9 and 3.8 respectively. Economy and All-Suite properties are in focus especially in the resort sector which holds a year-to-date room rate increase of 6.1 percent.

Food and Beverage sales for October reported a slight decrease of 0.7 percent. The number of covers served also decreased by 2.8 percent. Food and Beverage sales per occupied room displayed this trend as well, declining from $45.61 in 1988 to $45.16 in 1989. Room sales, the declines in food and beverage sales and sales from other sources combined to lift total sales by 3.1 percent.

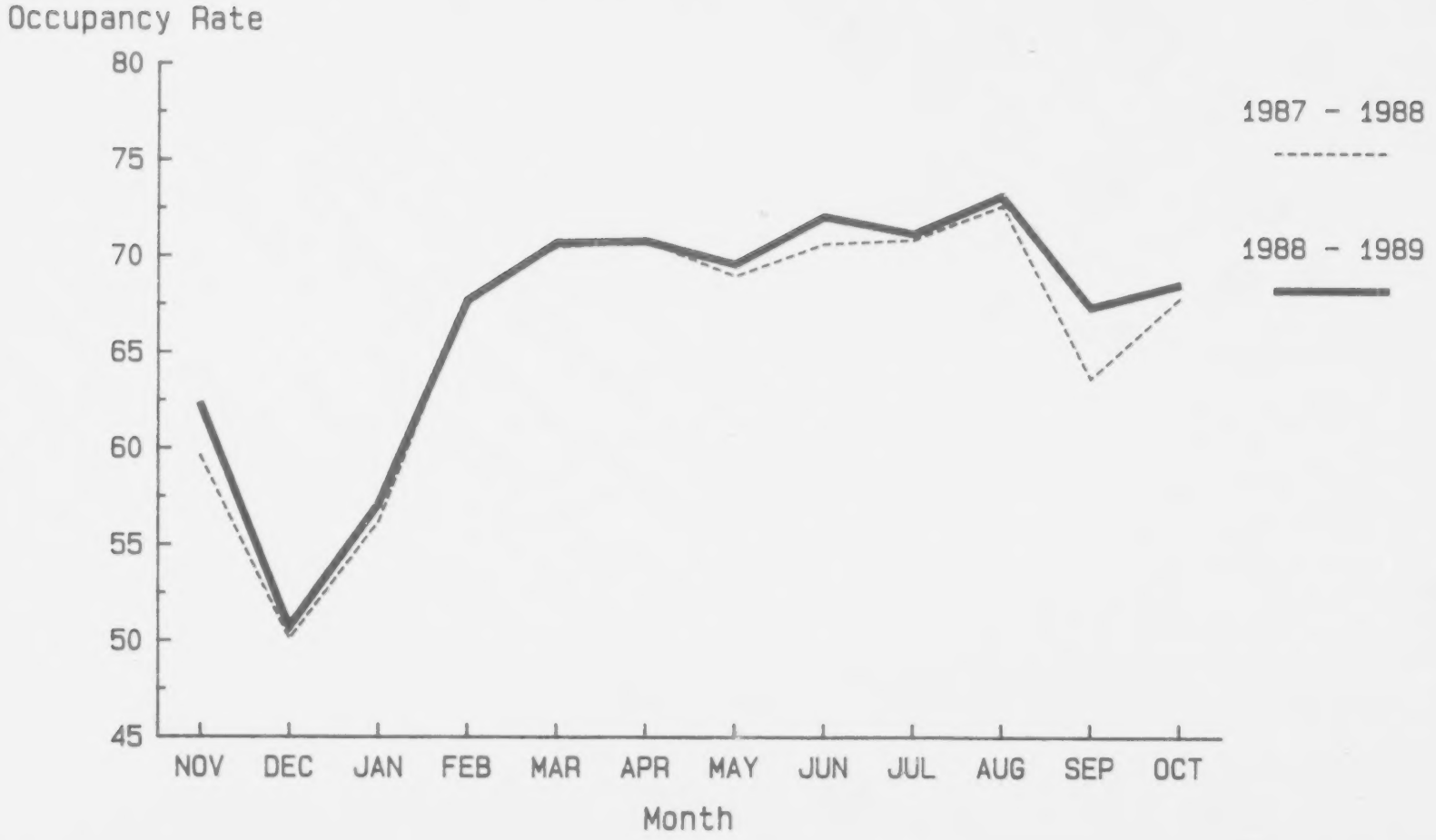
SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	67.4%	-0.9%
AFFILIATION:		
Chain	68.0	-0.1
Independent	66.7	1.9
CENSUS REGION:		
Northeast	68.9	-8.9
North Central	59.5	-1.2
South	70.6	-0.7
West	66.6	2.8
CENSUS DIVISION:		
New England	58.4	**
Middle Atlantic	71.0	-7.7
South Atlantic	75.8	-0.4
East North Central	59.0	-0.8
East South Central	**	**
West North Central	59.5	-1.5
West South Central	64.6	1.9
Mountain	51.7	-9.9
Pacific	67.0	-4.1
LOCATION:		
Center City	67.0	-2.0
Suburban	62.8	-1.3
Airport	70.8	-6.3
Highway	66.9	1.2
Resort	76.2	0.9
SIZE:		
Under 150 rooms	63.2	2.1
150 to 299 rooms	64.6	-0.9
300 to 600 rooms	68.9	-0.2
Over 600 rooms	72.8	-3.7
TYPE:		
Hotel	67.7	-2.7
Motor Hotel	66.8	2.1
Economy	66.7	5.2

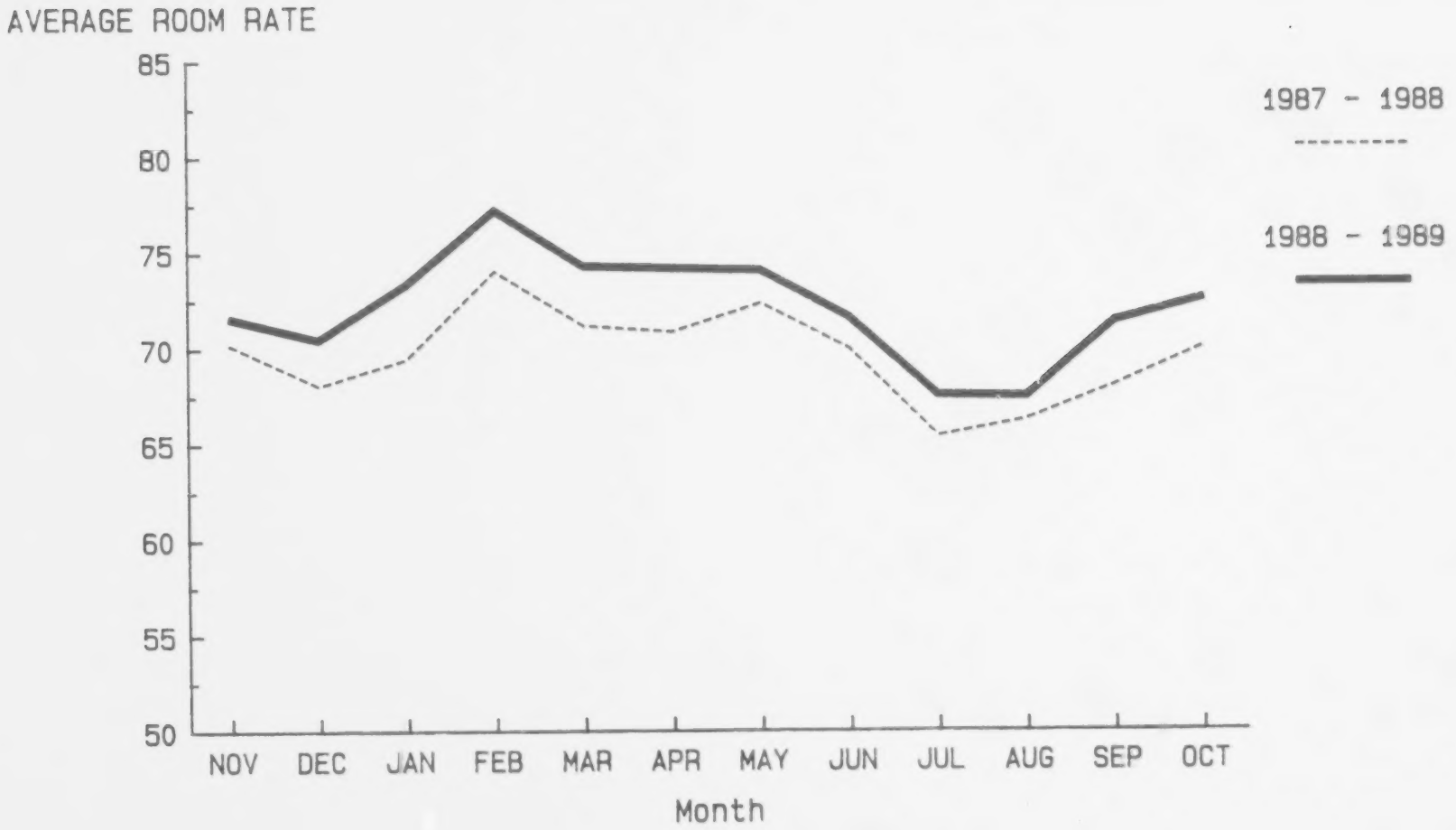
* From Previous Month
** Insufficient Response

Mark Lomanno, Director
Myra Nyz, Consultant
Research Division

NATIONAL OCCUPANCY RATE
NOVEMBER 1987 - OCTOBER 1988
NOVEMBER 1988 - OCTOBER 1989



NATIONAL AVERAGE ROOM RATE
NOVEMBER 1987 - OCTOBER 1988
NOVEMBER 1988 - OCTOBER 1989



ROOMS REPORT - OCTOBER 1989 COMPARED WITH OCTOBER 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	71.8	71.5	58.1	56.4	$ 75.74	$ 73.77	$ 55.10	$ 54.05	$ 18.07	$ 17.15	19.9	19.6
CENSUS REGION												
Northeast	82.3	84.4	43.7	41.2	$126.02	$120.42	$ 90.49	$ 87.79	$ 25.54	$ 23.75	19.5	18.9
North Central	65.3	68.6	36.6	37.0	57.57	56.70	42.26	41.33	12.66	11.77	22.6	21.3
South	71.6	69.3	72.7	71.8	64.20	61.95	43.62	42.54	14.92	14.37	19.0	18.8
West	67.7	68.6	51.8	51.2	74.07	73.65	52.82	51.97	18.28	17.50	29.1	31.1
CENSUS DIVISION												
New England	72.7	72.1	39.2	44.5	$ 70.60	$ 67.95	$ 54.26	$ 51.02	$ 12.58	$ 12.60	16.3	17.1
Middle Atlantic	83.5	85.9	43.9	41.1	131.94	125.74	92.14	89.45	26.47	24.52	19.6	19.0
South Atlantic	73.1	70.3	80.4	79.8	64.89	62.52	41.81	40.65	16.15	15.60	20.2	20.2
East North Central	65.8	68.9	36.0	37.5	58.43	56.99	43.25	41.25	12.43	11.51	21.7	20.6
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	64.5	67.9	37.8	36.1	56.07	56.20	40.28	41.49	13.11	12.26	24.7	22.9
West South Central	68.8	67.5	53.1	52.7	62.80	60.85	49.23	48.03	11.83	11.37	15.6	15.4
Mountain	54.2	49.4	*	*	33.70	33.76	*	*	26.35	21.31	78.2	63.1
Pacific	67.9	68.9	51.8	51.2	74.54	74.07	52.82	51.97	17.80	17.28	27.6	30.0
AFFILIATION												
Chain	72.4	72.0	56.9	55.1	$ 74.16	$ 72.24	$ 54.76	$ 53.66	$ 17.38	$ 16.52	19.5	19.2
Independent	68.6	68.9	64.3	63.3	84.42	82.00	56.85	56.04	23.07	21.57	22.4	21.8
LOCATION												
Center City	76.4	77.9	49.3	48.2	$105.21	$101.46	$ 76.06	$ 73.60	$ 22.29	$ 20.58	18.9	18.2
Suburban	66.8	67.0	42.2	40.8	60.74	58.08	45.85	44.02	15.09	14.18	22.8	22.6
Airport	71.6	68.7	36.3	33.7	58.69	58.10	45.34	45.60	12.89	13.10	21.1	22.2
Highway	67.8	66.4	86.3	88.3	44.42	43.33	27.27	26.44	11.38	10.84	22.8	22.3
Resort	73.2	72.1	87.5	85.3	79.34	75.97	47.84	47.27	17.76	17.21	19.9	20.4
SIZE												
Under 150 Rooms	64.0	63.8	55.4	56.1	$ 49.61	$ 47.73	$ 35.86	$ 34.22	$ 15.27	$ 14.13	29.9	29.8
150 - 299 Rooms	66.9	66.9	50.4	48.5	63.53	61.45	45.67	44.17	16.12	14.99	21.2	20.8
300 - 600 Rooms	74.8	72.9	56.1	52.7	75.96	75.01	52.46	53.66	14.85	14.63	18.0	17.9
Over 600 Rooms	81.2	82.1	66.2	65.3	106.66	102.63	68.77	66.03	22.54	21.14	19.4	19.0
TYPE												
Hotel	74.3	74.0	53.3	52.1	$ 92.96	$ 90.33	$ 65.37	$ 63.87	$ 19.73	$ 18.65	19.3	18.9
Motor Hotel	67.7	66.4	66.4	65.4	44.91	43.93	30.38	29.96	11.03	10.82	21.2	21.4
Economy	67.7	68.8	74.3	68.9	36.99	34.65	22.18	22.39	13.92	12.96	43.0	42.4
All Suites	70.8	74.2	93.9	82.4	81.05	75.19	43.36	41.72	16.63	15.75	18.4	18.7

* Insufficient Response

YEAR TO DATE ROOMS REPORT - AS OF OCTOBER 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	68.6	67.9	64.8	63.9	$ 72.58	$ 70.06	$ 50.62	$ 48.94	$ 18.30	$ 17.38	21.1	20.9
CENSUS REGION												
Northeast	71.2	73.7	46.7	46.0	$112.53	$106.83	$ 80.07	$ 76.19	$ 26.21	$ 24.13	22.4	21.7
North Central	62.6	63.7	40.9	40.3	56.64	54.87	40.84	39.86	13.35	12.75	23.3	23.0
South	70.0	67.8	80.7	81.0	65.13	62.14	42.07	40.12	15.41	14.84	19.1	19.3
West	66.0	65.7	59.6	57.9	67.54	66.65	48.32	47.71	15.07	14.30	23.8	23.5
CENSUS DIVISION												
New England	62.2	65.5	40.4	38.2	$ 81.04	$ 78.39	$ 60.23	$ 58.38	$ 18.93	$ 17.82	22.0	21.6
Middle Atlantic	74.2	76.4	47.7	47.2	121.26	114.79	82.89	78.73	27.70	25.41	22.5	21.7
South Atlantic	73.7	71.2	92.4	92.5	68.72	65.17	41.85	39.61	16.31	15.75	19.1	19.5
East North Central	63.3	64.4	39.1	38.4	57.86	55.60	42.61	41.33	13.52	12.83	22.8	22.5
East South Central	46.5	50.9	*	*	44.21	45.38	*	*	*	*	*	*
West North Central	61.5	62.5	45.2	44.7	54.35	53.51	36.97	36.67	12.94	12.57	24.6	24.3
West South Central	62.9	61.2	49.6	51.4	56.64	55.19	42.89	41.88	12.84	12.33	18.8	18.4
Mountain	58.7	57.0	39.7	36.1	51.04	51.52	35.75	37.52	12.48	12.08	25.1	24.3
Pacific	69.4	70.4	61.5	60.0	74.29	73.22	49.37	48.53	15.96	15.09	23.4	23.2
AFFILIATION												
Chain	68.7	68.2	62.7	61.1	$ 70.26	$ 67.83	$ 49.74	$ 48.29	$ 17.79	$ 16.84	21.1	20.8
Independent	67.8	66.4	74.4	77.2	84.35	81.47	54.43	51.71	21.42	20.80	21.0	21.3
LOCATION												
Center City	67.5	68.0	52.3	52.3	$ 93.15	$ 89.56	$ 66.78	$ 63.77	$ 22.83	$ 21.38	21.8	21.3
Suburban	65.4	64.1	52.6	50.8	59.16	57.65	40.57	39.89	13.82	13.25	21.8	21.7
Airport	69.6	69.1	38.4	39.6	57.52	55.92	46.32	45.13	13.23	12.80	21.1	21.2
Highway	68.8	67.9	93.8	90.1	47.19	45.77	26.90	26.45	11.95	11.02	22.4	21.4
Resort	73.4	71.4	101.2	102.4	88.10	83.00	50.22	47.33	18.70	17.98	18.1	18.6
SIZE												
Under 150 Rooms	65.4	64.8	62.8	61.8	$ 50.78	$ 48.89	$ 33.85	$ 32.83	$ 15.20	$ 14.17	28.9	28.3
150 - 299 Rooms	65.8	64.7	58.4	56.7	61.92	60.23	42.58	41.92	15.37	14.76	21.2	21.1
300 - 600 Rooms	69.0	68.2	61.5	61.7	76.59	73.84	52.02	50.13	15.80	15.40	19.0	19.2
Over 600 Rooms	75.2	75.1	74.3	73.0	98.86	94.75	61.71	59.07	23.40	21.80	21.3	20.9
TYPE												
Hotel	68.6	68.0	57.4	57.0	$ 86.90	$ 83.76	$ 60.47	$ 58.12	$ 19.86	$ 18.90	20.7	20.6
Motor Hotel	68.0	67.2	73.3	71.1	47.15	45.68	29.59	29.27	11.68	10.69	21.9	20.7
Economy	67.9	67.3	85.8	88.0	38.56	37.02	21.67	20.78	13.14	12.56	38.1	38.1
All Suites	72.5	71.3	118.2	115.1	86.11	82.41	42.60	41.34	20.09	19.63	19.3	19.7

* Insufficient Response

TREND REPORT OCTOBER 1989 COMPARED WITH OCTOBER 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	OCT	% CHG	OCT	% CHG	OCT	% CHG	OCT	% CHG
TOTAL	3.1	3.9	-0.7	11.0	71.8	0.4	58.1	3.0	$ 75.74	2.7	$107.11	1.9
CENSUS REGION												
Northeast	1.0	1.0	-0.2	6.3	82.3	-2.5	43.7	6.1	$126.02	4.7	$183.31	4.7
North Central	-5.1	-4.4	-7.0	-3.1	65.3	-4.8	36.6	-1.1	57.57	1.5	85.69	0.8
South	7.0	7.7	2.5	16.0	71.6	3.3	72.7	1.3	64.20	3.6	89.85	2.9
West	1.0	3.2	-5.7	19.2	67.7	-1.3	51.8	1.2	74.07	0.6	99.18	-1.5
CENSUS DIVISION												
New England	4.0	5.2	2.8	-3.4	72.7	0.8	39.2	-11.9	$ 70.60	3.9	$101.79	2.7
Middle Atlantic	0.9	0.8	-0.3	7.0	83.5	-2.8	43.9	6.8	131.94	4.9	192.02	5.0
South Atlantic	7.5	9.1	1.1	18.0	73.1	4.0	80.4	0.8	64.89	3.8	94.41	2.4
East North Central	-3.6	-2.8	-5.8	-2.0	65.8	-4.5	36.0	-4.0	58.43	2.5	86.23	1.6
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	-7.8	-7.4	-8.9	-5.5	64.5	-5.0	37.8	4.7	56.07	-0.2	84.74	-0.7
West South Central	5.6	5.0	7.3	8.7	68.8	1.9	53.1	0.8	62.80	3.2	80.37	3.7
Mountain	9.6	9.6	*	10.3	54.2	9.7	*	*	33.70	-0.2	33.81	-0.2
Pacific	1.0	3.2	-5.7	19.2	67.9	-1.5	51.8	1.2	74.54	0.6	99.93	-1.5
AFFILIATION												
Chain	3.2	4.2	-1.3	11.8	72.4	0.6	56.9	3.3	$ 74.16	2.7	$102.20	1.7
Independent	2.7	2.5	1.6	8.8	68.6	-0.4	64.3	1.6	84.42	3.0	134.08	3.1
LOCATION												
Center City	1.3	0.9	0.9	8.3	76.4	-1.9	49.3	2.3	$105.21	3.7	$149.17	4.1
Suburban	4.1	6.2	-4.6	18.0	66.8	-0.3	42.2	3.4	60.74	4.6	83.06	2.6
Airport	2.4	4.6	-4.6	2.1	71.6	4.2	36.3	7.7	58.69	1.0	77.54	-1.1
Highway	5.9	8.0	-3.6	16.2	67.8	2.1	86.3	-2.3	44.42	2.5	57.67	0.4
Resort	5.8	7.2	1.1	13.4	73.2	1.5	87.5	2.6	79.34	4.4	123.23	3.0
SIZE												
Under 150 Rooms	4.9	5.5	1.5	6.7	64.0	0.3	55.4	-1.2	$ 49.61	3.9	$ 60.68	3.3
150 - 299 Rooms	5.5	5.0	4.0	22.2	66.9	-	50.4	3.9	63.53	3.4	89.82	3.9
300 - 600 Rooms	2.9	4.3	-1.3	6.1	74.8	2.6	56.1	6.5	75.96	1.3	107.66	-
Over 600 Rooms	1.3	2.4	-3.1	9.1	81.2	-1.1	66.2	1.4	106.66	3.9	156.91	2.8
TYPE												
Hotel	2.5	3.2	-1.1	11.3	74.3	0.4	53.3	2.3	$ 92.96	2.9	$137.52	2.1
Motor Hotel	3.8	4.6	-0.1	1.0	67.7	2.0	66.4	1.5	44.91	2.2	54.37	1.4
Economy	13.6	13.4	*	18.5	67.7	-1.6	74.3	7.8	36.99	6.8	38.50	6.9
All Suites	10.0	8.0	15.9	22.6	70.8	-4.6	93.9	14.0	81.05	7.8	103.66	9.8

* Insufficient Response
\- No Change

YEAR TO DATE TREND REPORT - AS OF OCTOBER 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	OCT	% CHG	OCT	% CHG	OCT	% CHG	OCT	% CHG
TOTAL	5.6	5.8	3.9	12.0	68.6	1.0	64.8	1.4	$ 72.58	3.6	$101.35	3.4
CENSUS REGION												
Northeast	1.8	1.5	1.3	6.9	71.2	-3.4	46.7	1.5	$112.53	5.3	$160.23	5.6
North Central	1.5	1.0	1.5	8.3	62.6	-1.7	40.9	1.5	56.64	3.2	86.04	3.7
South	7.9	8.2	5.0	16.4	70.0	3.2	80.7	-0.4	65.13	4.8	90.37	4.5
West	7.7	8.0	6.4	9.7	66.0	0.5	59.6	2.9	67.54	1.3	89.84	1.0
CENSUS DIVISION												
New England	-0.6	-1.0	0.6	4.2	62.2	-5.0	40.4	5.8	$ 81.04	3.4	$103.31	3.9
Middle Atlantic	2.2	2.0	1.3	7.2	74.2	-2.9	47.7	1.1	121.26	5.6	176.02	5.9
South Atlantic	9.1	9.7	5.2	17.7	73.7	3.5	92.4	-0.1	68.72	5.4	97.83	4.8
East North Central	1.7	1.7	0.2	9.8	63.3	-1.7	39.1	1.8	57.86	4.1	87.96	4.1
East South Central	-9.3	-11.0	*	*	46.5	-8.6	*	*	44.21	-2.6	59.83	-0.7
West North Central	0.9	-0.5	3.8	3.5	61.5	-1.6	45.2	1.1	54.35	1.6	82.43	3.0
West South Central	4.4	4.1	4.3	10.0	62.9	2.8	49.6	-3.5	56.64	2.6	72.65	2.9
Mountain	0.5	1.3	-4.9	-0.5	58.7	3.0	39.7	10.0	51.04	-0.9	58.03	-1.6
Pacific	9.4	10.1	7.4	14.7	69.4	-1.4	61.5	2.5	74.29	1.5	102.85	0.9
AFFILIATION												
Chain	5.3	5.6	3.2	10.7	68.7	0.7	62.7	2.6	$ 70.26	3.6	$ 95.46	3.3
Independent	6.9	6.5	5.8	15.5	67.8	2.1	74.4	-3.6	84.35	3.5	131.17	3.9
LOCATION												
Center City	3.2	3.0	2.4	8.2	67.5	-0.7	52.3	-	$ 93.15	4.0	$130.52	4.1
Suburban	5.6	6.0	3.1	13.4	65.4	2.0	52.6	3.5	59.16	2.6	79.19	2.2
Airport	5.9	7.5	0.3	9.6	69.6	0.7	38.4	-3.0	57.52	2.9	76.59	1.3
Highway	6.3	6.3	5.1	12.5	68.8	1.3	93.8	4.1	47.19	3.1	58.57	3.1
Resort	9.6	9.8	7.4	17.9	73.4	2.8	101.2	-1.2	88.10	6.1	135.98	6.0
SIZE												
Under 150 Rooms	5.2	5.5	2.8	11.4	65.4	0.9	62.8	1.6	$ 50.78	3.9	$ 61.50	3.6
150 - 299 Rooms	6.0	6.2	4.6	9.7	65.8	1.7	58.4	3.0	61.92	2.8	84.71	2.6
300 - 600 Rooms	5.9	5.9	4.8	12.1	69.0	1.2	61.5	-0.3	76.59	3.7	110.32	3.7
Over 600 Rooms	5.3	5.5	2.6	13.3	75.2	0.1	74.3	1.8	98.86	4.3	143.51	4.1
TYPE												
Hotel	5.5	5.6	3.9	12.5	68.6	0.9	57.4	0.7	$ 86.90	3.7	$127.48	3.7
Motor Hotel	5.1	5.4	3.7	6.3	68.0	1.2	73.3	3.1	47.15	3.2	57.36	3.0
Economy	9.6	9.5	13.0	13.3	67.9	0.9	85.8	-2.5	38.56	4.2	39.82	4.3
All Suites	7.9	8.4	3.1	12.8	72.5	1.7	118.2	2.7	86.11	4.5	110.49	4.0

* Insufficient Response
\- No Change

VARIATION REPORT - OCTOBER 1989 COMPARED WITH OCTOBER 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	3.1	3.9	-0.7	-0.2	-2.0	11.0	1.9	2.7	-1.0	10.5	4.2	5.4	1.6
CENSUS REGION													
Northeast	1.0	1.0	-0.2	-0.2	-0.1	6.3	4.7	4.7	3.0	9.8	6.4	7.5	5.9
North Central	-5.1	-4.4	-7.0	-5.9	-10.7	-3.1	0.8	1.5	-0.4	3.8	5.4	7.6	2.2
South	7.0	7.7	2.5	2.8	1.4	16.0	2.9	3.6	-2.5	11.6	2.5	3.8	-1.7
West	1.0	3.2	-5.7	-4.3	-10.5	19.2	-1.5	0.6	-2.2	11.0	5.0	4.5	1.8
CENSUS DIVISION													
New England	4.0	5.2	2.8	4.6	-1.6	-3.4	2.7	3.9	0.1	-5.2	3.7	-0.2	6.2
Middle Atlantic	0.9	0.8	-0.3	-0.4	-	7.0	5.0	4.9	3.2	10.7	6.7	8.0	5.9
South Atlantic	7.5	9.1	1.1	1.6	-0.2	18.0	2.4	3.8	-4.9	12.5	1.7	3.5	-4.0
East North Central	-3.6	-2.8	-5.8	-5.1	-8.4	-2.0	1.6	2.5	-0.2	3.2	5.8	8.0	2.8
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	-7.8	-7.4	-8.9	-7.2	-14.0	-5.5	-0.7	-0.2	-0.3	4.2	5.1	6.9	1.6
West South Central	5.6	5.0	7.3	7.2	7.6	8.7	3.7	3.2	5.1	6.6	4.0	4.0	5.5
Mountain	9.6	9.6	*	*	*	10.3	-0.2	-0.2	*	4.8	14.6	23.7	*
Pacific	1.0	3.2	-5.7	-4.3	-10.5	19.2	-1.5	0.6	-2.2	10.7	4.5	3.0	1.8
AFFILIATION													
Chain	3.2	4.2	-1.3	-1.2	-1.9	11.8	1.7	2.7	-1.7	11.1	4.1	5.2	1.6
Independent	2.7	2.5	1.6	2.9	-2.5	8.8	3.1	3.0	1.3	10.0	5.3	7.0	2.3
LOCATION													
Center City	1.3	0.9	0.9	0.9	0.7	8.3	4.1	3.7	3.6	10.5	7.4	8.3	7.4
Suburban	4.1	6.2	-4.6	-2.7	-9.8	18.0	2.6	4.6	-3.9	17.7	2.1	6.4	-2.5
Airport	2.4	4.6	-4.6	-4.0	-6.5	2.1	-1.1	1.0	-5.6	-0.7	-0.7	-1.6	-4.5
Highway	5.9	8.0	-3.6	-3.7	-3.4	16.2	0.4	2.5	-8.2	13.2	8.6	5.0	-1.9
Resort	5.8	7.2	1.1	1.6	-0.3	13.4	3.0	4.4	-4.0	8.8	0.5	3.2	-6.2
SIZE													
Under 150 Rooms	4.9	5.5	1.5	2.3	-1.1	6.7	3.3	3.9	3.2	8.6	8.4	8.1	8.3
150 - 299 Rooms	5.5	5.0	4.0	3.7	4.8	22.2	3.9	3.4	4.4	23.2	6.7	7.5	6.0
300 - 600 Rooms	2.9	4.3	-1.3	0.3	-6.2	6.1	-	1.3	-4.3	2.2	2.0	1.5	-2.9
Over 600 Rooms	1.3	2.4	-3.1	-3.2	-2.8	9.1	2.8	3.9	-1.6	10.3	4.1	6.6	2.3
TYPE													
Hotel	2.5	3.2	-1.1	-0.7	-2.4	11.3	2.1	2.9	-1.1	10.9	3.9	5.8	1.3
Motor Hotel	3.8	4.6	-0.1	1.3	-4.0	1.0	1.4	2.2	-2.2	2.0	6.9	1.9	1.4
Economy	13.6	13.4	*	*	*	18.5	6.9	6.8	*	14.6	7.2	7.4	*
All Suites	10.0	8.0	15.9	14.1	21.8	22.6	9.8	7.8	14.8	22.8	13.1	5.6	14.8

* Insufficient Response
\- No Change

YEAR TO DATE VARIATION REPORT - AS OF OCTOBER 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.6	5.8	3.9	4.7	1.4	12.0	3.4	3.6	2.6	11.0	4.8	5.3	3.0
CENSUS REGION													
Northeast	1.8	1.5	1.3	2.3	-1.7	6.9	5.6	5.3	4.6	10.8	9.1	8.6	7.7
North Central	1.5	1.0	1.5	2.7	-2.1	8.3	3.7	3.2	2.3	10.1	3.5	4.7	1.1
South	7.9	8.2	5.0	5.6	3.3	16.4	4.5	4.8	1.7	12.8	2.9	3.8	1.0
West	7.7	8.0	6.4	7.3	3.3	9.7	1.0	1.3	3.1	2.1	1.7	5.4	0.5
CENSUS DIVISION													
New England	-0.6	-1.0	0.6	2.3	-3.7	4.2	3.9	3.4	6.1	10.6	5.7	6.2	7.9
Middle Atlantic	2.2	2.0	1.3	2.3	-1.4	7.2	5.9	5.6	4.4	10.8	9.6	9.0	7.7
South Atlantic	9.1	9.7	5.2	5.6	4.1	17.7	4.8	5.4	0.9	13.1	2.8	3.6	0.5
East North Central	1.7	1.7	0.2	1.3	-2.9	9.8	4.1	4.1	1.1	11.4	3.3	5.4	-0.6
East South Central	-9.3	-11.0	*	*	*	*	-0.7	-2.6	*	*	*	*	*
West North Central	0.9	-0.5	3.8	5.3	-0.7	3.5	3.0	1.6	4.7	5.7	4.1	2.9	4.3
West South Central	4.4	4.1	4.3	5.8	0.1	10.0	2.9	2.6	3.8	9.2	2.0	4.1	1.7
Mountain	0.6	1.3	-4.9	-2.6	-11.4	-0.5	-1.6	-0.9	-8.1	-5.3	0.4	3.3	-2.2
Pacific	9.4	10.1	7.4	8.2	4.8	14.7	0.9	1.5	4.2	5.7	2.1	5.8	1.0
AFFILIATION													
Chain	5.3	5.6	3.2	4.1	0.5	10.7	3.3	3.6	2.2	9.9	5.0	5.6	3.5
Independent	6.9	6.5	5.8	6.5	3.9	15.5	3.9	3.5	3.1	12.8	3.4	3.0	0.2
LOCATION													
Center City	3.2	3.0	2.4	3.3	-0.6	8.2	4.1	4.0	3.8	9.7	6.3	6.8	5.1
Suburban	5.6	6.0	3.1	4.2	0.1	13.4	2.2	2.6	-0.2	12.0	2.8	4.3	0.4
Airport	5.9	7.5	0.3	1.6	-3.9	9.6	1.3	2.9	0.3	7.5	3.4	3.4	3.0
Highway	6.3	6.3	5.1	6.5	0.9	12.5	3.1	3.1	-0.6	6.5	3.8	8.4	-4.2
Resort	9.6	9.8	7.4	7.7	6.8	17.9	6.0	6.1	3.4	14.0	4.7	4.0	2.2
SIZE													
Under 150 Rooms	5.2	5.5	2.8	3.4	1.1	11.4	3.6	3.9	4.2	13.1	7.6	7.3	8.0
150 - 299 Rooms	6.0	6.2	4.6	5.6	1.9	9.7	2.6	2.8	2.7	6.9	2.8	4.1	2.6
300 - 600 Rooms	5.9	5.9	4.8	5.7	2.1	12.1	3.7	3.7	2.3	10.5	2.3	2.6	0.3
Over 600 Rooms	5.3	5.5	2.6	3.4	0.4	13.3	4.1	4.3	2.7	13.4	7.1	7.3	4.9
TYPE													
Hotel	5.5	5.6	3.9	4.6	1.7	12.5	3.7	3.7	2.7	11.8	4.9	5.1	3.0
Motor Hotel	5.1	5.4	3.7	5.4	-1.0	6.3	3.0	3.2	2.4	4.7	5.7	9.3	4.3
Economy	9.6	9.5	13.0	12.6	14.4	13.3	4.3	4.2	4.5	11.2	4.8	4.6	*
All Suites	7.9	8.4	3.1	4.0	0.5	12.8	4.0	4.5	0.5	8.9	1.9	2.3	0.7

* Insufficient Response
\- No Change

FOOD AND BEVERAGE REPORT - OCTOBER 1989 COMPARED WITH OCTOBER 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 45.16	$ 45.61	$ 12.59	$ 12.32	0.29	0.30	0.21	0.21	45.5	44.6	$ 7.83	$ 7.48	-2.8
CENSUS REGION													
Northeast	$ 53.61	$ 52.03	$ 16.17	$ 15.83	0.26	0.26	0.20	0.20	47.7	46.3	$ 10.72	$ 10.05	-3.6
North Central	45.53	45.69	9.85	9.46	0.31	0.31	0.23	0.24	41.8	40.3	5.39	5.00	-11.7
South	39.76	40.78	11.94	11.76	0.30	0.31	0.21	0.21	44.1	43.8	7.16	7.07	1.5
West	48.61	49.70	11.96	11.72	0.32	0.33	0.25	0.25	56.9	54.0	6.90	5.96	-6.3
CENSUS DIVISION													
New England	$ 55.00	$ 54.95	$ *	$ *	0.31	0.32	0.24	0.25	41.1	38.8	$ *	$ *	*
Middle Atlantic	53.54	51.88	16.22	15.84	0.26	0.26	0.20	0.19	48.0	46.8	10.74	10.06	-3.9
South Atlantic	42.60	44.80	12.81	12.59	0.30	0.31	0.21	0.21	44.9	44.6	7.70	7.63	-
East North Central	43.78	43.88	10.05	8.96	0.31	0.31	0.23	0.24	41.3	39.6	5.38	4.72	-17.0
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	48.73	48.90	9.65	10.03	0.29	0.31	0.21	0.23	42.4	41.3	5.41	5.33	-6.1
West South Central	32.45	30.87	9.79	9.62	0.31	0.32	0.22	0.21	41.4	41.2	5.78	5.57	5.2
Mountain	*	*	*	*	*	*	*	*	*	*	*	*	*
Pacific	48.61	49.70	11.96	11.72	0.32	0.33	0.25	0.25	56.9	54.0	6.90	5.96	-6.3
AFFILIATION													
Chain	$ 40.63	$ 41.32	$ 12.39	$ 12.02	0.29	0.29	0.21	0.20	45.4	44.3	$ 7.77	$ 7.39	-3.4
Independent	70.38	69.49	13.52	13.73	0.30	0.31	0.23	0.24	46.0	45.9	8.22	8.12	0.1
LOCATION													
Center City	$ 46.95	$ 45.32	$ 13.97	$ 13.37	0.27	0.27	0.20	0.20	47.8	46.5	$ 9.56	$ 8.83	-3.1
Suburban	42.99	44.72	11.26	10.66	0.33	0.34	0.25	0.26	42.7	41.7	6.64	6.10	-9.2
Airport	33.20	35.18	10.27	10.68	0.31	0.31	0.22	0.21	43.8	43.9	5.82	6.09	-1.6
Highway	33.55	36.55	9.15	9.33	0.31	0.32	0.21	0.22	40.6	37.0	4.78	4.43	-1.5
Resort	55.74	58.05	13.83	13.82	0.31	0.32	0.21	0.21	43.2	43.9	7.66	7.95	0.8
SIZE													
Under 150 Rooms	$ 52.58	$ 50.96	$ 11.37	$ 10.33	0.34	0.35	0.26	0.29	42.9	41.4	$ 7.10	$ 6.12	-7.6
150 - 299 Rooms	42.65	40.84	10.51	10.25	0.30	0.32	0.23	0.23	43.2	42.8	6.34	5.92	-2.9
300 - 600 Rooms	40.21	42.00	11.88	11.57	0.31	0.32	0.23	0.22	44.9	44.3	6.98	6.83	-4.9
Over 600 Rooms	50.78	51.60	15.39	15.49	0.26	0.26	0.19	0.19	47.2	45.9	9.93	9.61	1.3
TYPE													
Hotel	$ 48.73	$ 49.25	$ 13.21	$ 12.95	0.29	0.29	0.21	0.21	45.9	45.0	$ 8.30	$ 7.93	-2.8
Motor Hotel	26.72	27.31	7.80	7.44	0.33	0.34	0.22	0.22	40.7	39.2	4.41	4.18	-4.0
Economy	*	*	*	*	*	*	*	*	*	*	*	*	*
All Suites	46.41	40.43	17.45	17.00	0.28	0.30	0.22	0.23	45.1	43.3	9.74	9.20	-2.7

* Insufficient Response

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF OCTOBER 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 43.17	$ 42.08	$ 12.23	$ 11.79	0.31	0.31	0.21	0.21	48.7	48.4	$ 8.21	$ 7.93	1.0
CENSUS REGION													
Northeast	$ 48.97	$ 46.83	$ 15.89	$ 15.35	0.28	0.28	0.20	0.20	55.1	53.4	$ 11.87	$ 11.20	-2.2
North Central	42.60	41.64	9.67	9.33	0.32	0.33	0.23	0.24	43.2	43.4	5.56	5.40	-0.8
South	39.11	38.44	11.76	11.30	0.32	0.32	0.21	0.21	45.6	46.0	7.43	7.26	1.7
West	48.09	46.63	11.40	10.91	0.31	0.32	0.23	0.23	52.1	51.8	7.14	6.84	4.1
CENSUS DIVISION													
New England	$ 48.58	$ 45.79	$ 11.96	$ 11.59	0.33	0.34	0.22	0.23	54.0	53.2	$ 8.94	$ 8.85	-1.5
Middle Atlantic	49.02	46.95	16.46	15.89	0.28	0.28	0.20	0.19	55.2	53.4	12.28	11.52	-2.3
South Atlantic	43.08	42.71	12.57	12.05	0.31	0.32	0.21	0.21	45.4	45.6	7.85	7.60	0.9
East North Central	40.40	39.97	9.39	9.02	0.33	0.34	0.24	0.24	43.2	43.4	5.51	5.33	-2.9
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	47.43	45.30	10.16	9.88	0.31	0.31	0.22	0.23	43.2	43.5	5.64	5.53	2.8
West South Central	28.47	27.43	9.15	8.84	0.33	0.33	0.21	0.21	46.5	47.7	5.98	6.08	4.5
Mountain	30.09	32.74	8.88	9.07	0.33	0.33	0.25	0.24	48.3	45.7	5.42	5.23	-0.2
Pacific	50.65	48.59	11.62	11.07	0.31	0.32	0.23	0.23	53.2	53.8	7.70	7.38	4.5
AFFILIATION													
Chain	$ 38.19	$ 37.37	$ 12.05	$ 11.62	0.30	0.31	0.21	0.21	49.5	48.8	$ 8.24	$ 7.94	0.8
Independent	67.96	65.91	12.92	12.43	0.32	0.33	0.23	0.23	46.2	47.3	8.06	7.90	1.8
LOCATION													
Center City	$ 42.68	$ 41.10	$ 14.11	$ 13.63	0.29	0.29	0.20	0.21	54.5	53.9	$ 10.84	$ 10.46	0.2
Suburban	37.16	37.22	9.73	9.56	0.33	0.34	0.23	0.23	45.3	44.6	5.95	5.82	2.7
Airport	32.72	32.61	10.23	10.09	0.32	0.32	0.21	0.21	46.4	46.1	6.17	6.04	-0.3
Highway	33.15	33.36	9.24	8.68	0.32	0.33	0.22	0.23	39.0	39.3	4.82	4.49	-1.1
Resort	60.17	58.18	13.37	12.67	0.32	0.32	0.22	0.21	43.2	43.3	7.66	7.39	2.3
SIZE													
Under 150 Rooms	$ 46.73	$ 44.83	$ 9.18	$ 8.52	0.36	0.37	0.26	0.26	44.2	43.4	$ 5.10	$ 4.63	-4.4
150 - 299 Rooms	37.19	36.22	9.88	9.49	0.33	0.34	0.23	0.24	46.7	46.6	6.37	6.12	0.8
300 - 600 Rooms	43.92	42.95	12.37	12.03	0.31	0.32	0.22	0.22	46.6	46.6	7.68	7.66	2.9
Over 600 Rooms	46.94	45.69	15.09	14.56	0.28	0.28	0.19	0.19	52.4	51.7	11.07	10.55	0.2
TYPE													
Hotel	$ 47.44	$ 46.18	$ 13.09	$ 12.62	0.30	0.31	0.21	0.21	49.8	49.5	$ 9.00	$ 8.71	1.1
Motor Hotel	26.01	25.39	7.46	7.12	0.35	0.35	0.23	0.22	41.4	40.6	4.12	3.93	0.5
Economy	8.56	8.19	*	*	*	*	*	*	*	*	*	*	*
All Suites	44.59	44.37	14.79	14.27	0.32	0.32	0.24	0.25	43.3	42.8	8.43	8.06	-1.5

* Insufficient Response

TWELVE MONTH ROOMS REPORT - AS OF OCTOBER 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	66.3	65.5	63.8	63.1	$ 72.30	$ 69.86	$ 50.83	$ 49.13	$ 18.49	$ 17.66	21.3	21.2
CENSUS REGION												
Northeast	70.5	72.6	46.8	45.6	$113.47	$107.57	$ 80.76	$ 77.04	$ 26.25	$ 24.21	22.2	21.6
North Central	60.7	61.3	40.5	40.5	56.50	54.67	41.18	39.90	13.66	13.20	23.6	23.7
South	67.4	65.1	79.4	79.9	64.49	61.76	42.00	40.14	15.61	15.15	19.5	19.8
West	63.4	63.3	59.0	57.4	66.88	65.79	47.67	46.89	15.79	15.09	24.9	24.9
CENSUS DIVISION												
New England	60.4	63.5	39.7	37.4	$ 81.28	$ 78.40	$ 60.42	$ 58.70	$ 19.50	$ 18.29	22.4	22.1
Middle Atlantic	73.8	75.5	47.9	46.9	122.15	115.56	83.56	79.58	27.60	25.40	22.2	21.6
South Atlantic	70.5	68.1	90.9	91.4	67.99	64.75	41.90	39.69	16.52	16.07	19.6	20.1
East North Central	61.6	62.2	38.4	38.3	57.99	55.66	43.28	41.65	13.91	13.41	23.1	23.3
East South Central	46.5	50.3	*	*	44.83	44.87	*	*	*	*	*	*
West North Central	59.2	59.7	44.9	45.3	53.69	52.82	36.89	36.34	13.10	12.73	24.9	24.6
West South Central	61.1	59.1	49.5	50.8	56.24	54.92	42.41	41.66	13.02	12.62	19.2	18.8
Mountain	56.7	55.1	45.3	43.5	51.69	51.65	37.87	37.41	14.76	14.73	27.3	28.0
Pacific	66.7	67.8	60.9	59.3	73.24	72.07	48.89	48.06	16.25	15.26	24.0	23.6
AFFILIATION												
Chain	66.6	65.7	61.5	60.2	$ 70.02	$ 67.68	$ 50.02	$ 48.52	$ 17.93	$ 17.05	21.2	21.0
Independent	65.0	63.7	74.3	76.4	83.85	80.92	54.28	51.70	22.00	21.50	21.6	22.2
LOCATION												
Center City	66.2	66.4	52.0	51.9	$ 93.39	$ 89.70	$ 67.15	$ 64.13	$ 22.84	$ 21.46	21.7	21.4
Suburban	62.9	61.5	51.3	49.7	58.80	57.52	40.51	39.87	13.90	13.36	22.0	21.8
Airport	67.4	67.1	37.6	38.2	57.15	55.59	46.08	45.00	13.46	13.00	21.7	21.7
Highway	65.6	64.7	91.6	89.0	46.56	45.20	27.04	26.54	12.14	11.43	22.8	22.0
Resort	70.1	67.9	100.2	101.4	86.82	82.08	49.60	46.85	19.19	18.74	19.0	19.8
SIZE												
Under 150 Rooms	62.8	62.0	62.1	61.2	$ 49.79	$ 48.00	$ 33.42	$ 32.40	$ 15.40	$ 14.51	29.8	29.4
150 - 299 Rooms	63.2	62.1	57.6	55.9	61.47	59.89	42.31	41.74	15.59	15.08	21.7	21.8
300 - 600 Rooms	66.7	66.0	60.4	60.5	76.18	73.53	52.12	50.28	16.08	15.72	19.5	19.7
Over 600 Rooms	73.6	73.2	72.9	72.1	99.33	95.15	62.41	59.58	23.49	22.00	21.3	20.9
TYPE												
Hotel	66.8	66.3	56.6	56.2	$ 86.76	$ 83.58	$ 60.64	$ 58.27	$ 20.04	$ 19.12	20.9	20.8
Motor Hotel	65.2	63.9	72.3	70.8	46.61	45.22	29.46	29.04	11.73	10.99	22.2	21.4
Economy	63.9	63.3	83.1	85.1	37.74	36.31	21.77	20.93	13.68	13.23	40.3	40.4
All Suites	69.5	68.3	116.1	113.0	85.05	81.84	42.58	41.55	20.06	19.77	19.9	20.3

* Insufficient Response

TWELVE MONTH TREND REPORT – AS OF OCTOBER 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	OCT	% CHG	OCT	% CHG	OCT	% CHG	OCT	% CHG
TOTAL	6.0	6.4	4.2	10.1	66.3	1.2	63.8	1.1	$ 72.30	3.5	$102.34	3.2
CENSUS REGION												
Northeast	2.4	2.3	1.2	8.2	70.5	-2.9	46.8	2.6	$113.47	5.5	$163.51	5.6
North Central	1.9	2.0	1.9	1.3	60.7	-1.0	40.5	-	56.50	3.3	87.28	3.3
South	8.3	8.7	5.7	15.1	67.4	3.5	79.4	-0.6	64.49	4.4	90.32	4.1
West	7.6	8.4	6.5	-2.1	63.4	0.2	59.0	2.8	66.88	1.7	91.16	1.0
CENSUS DIVISION												
New England	0.4	-0.6	1.0	13.3	60.4	-4.9	39.7	6.1	$ 81.28	3.7	$108.68	4.7
Middle Atlantic	2.8	2.9	1.2	7.5	73.8	-2.3	47.9	2.1	122.15	5.7	178.30	5.6
South Atlantic	9.4	10.1	5.7	16.4	70.5	3.5	90.9	-0.5	67.99	5.0	97.61	4.3
East North Central	2.1	2.9	0.6	0.9	61.6	-1.0	38.4	0.3	57.99	4.2	88.81	3.4
East South Central	-8.2	-7.6	*	*	46.5	-7.6	*	*	44.83	-0.1	63.70	-0.7
West North Central	1.7	0.3	4.4	2.9	59.2	-0.8	44.9	-0.9	53.59	1.6	84.41	3.1
West South Central	5.1	4.8	5.5	9.9	61.1	3.4	49.5	-2.6	56.24	2.4	72.97	2.7
Mountain	0.7	2.3	-0.9	-13.5	56.7	2.9	45.3	4.1	51.69	0.1	65.15	-1.5
Pacific	9.6	10.3	7.6	16.4	66.7	-1.6	60.9	2.7	73.24	1.6	102.05	1.0
AFFILIATION												
Chain	5.8	6.2	3.7	8.4	66.6	1.1	61.5	2.2	$ 70.02	3.5	$ 96.61	3.0
Independent	6.9	6.8	5.5	14.6	65.0	2.0	74.3	-2.7	83.85	3.6	131.31	3.8
LOCATION												
Center City	3.6	3.9	2.8	7.9	66.2	-0.3	52.0	0.2	$ 93.39	4.1	$132.55	4.1
Suburban	6.3	6.7	3.7	15.1	62.9	2.3	51.3	3.2	58.80	2.2	79.82	1.8
Airport	6.3	7.9	1.5	4.0	67.4	0.4	37.6	-1.6	57.15	2.8	76.95	1.3
Highway	6.4	6.6	4.8	12.8	65.6	1.4	91.6	2.9	46.56	3.0	58.22	2.9
Resort	9.5	10.1	7.4	12.4	70.1	3.2	100.2	-1.2	86.82	5.8	136.43	5.2
SIZE												
Under 150 Rooms	5.9	6.3	3.4	8.8	62.8	1.3	62.1	1.5	$ 49.79	3.7	$ 60.54	3.4
150 - 299 Rooms	6.4	6.7	4.8	10.2	63.2	1.8	57.6	3.0	61.47	2.6	85.13	2.4
300 - 600 Rooms	6.5	6.5	5.7	10.8	66.7	1.1	60.4	-0.2	76.18	3.6	111.58	3.6
Over 600 Rooms	5.3	6.0	2.4	9.6	73.6	0.5	72.9	1.1	99.33	4.4	146.21	3.7
TYPE												
Hotel	5.8	6.1	4.1	10.4	66.8	0.8	56.6	0.7	$ 86.76	3.8	$129.02	3.5
Motor Hotel	6.0	6.2	4.6	7.0	65.2	2.0	72.3	2.1	46.61	3.1	57.28	2.8
Economy	10.5	10.3	19.5	14.6	63.9	0.9	83.1	-2.4	37.74	3.9	38.99	4.1
All Suites	7.5	8.1	4.2	9.5	69.5	1.8	116.1	2.7	85.05	3.9	111.62	3.4

* Insufficient Response
\- No Change

TWELVE MONTH TREND REPORT - AS OF OCTOBER 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	OCT	% CHG	OCT	% CHG	OCT	% CHG	OCT	% CHG
TOTAL	6.0	6.4	4.2	10.1	66.3	1.2	63.8	1.1	$ 72.30	3.5	$102.34	3.2
CENSUS REGION												
Northeast	2.4	2.3	1.2	8.2	70.5	-2.9	46.8	2.6	$113.47	5.5	$163.51	5.6
North Central	1.9	2.0	1.9	1.3	60.7	-1.0	40.5	-	56.50	3.3	87.28	3.3
South	8.3	8.7	5.7	15.1	67.4	3.5	79.4	-0.6	64.49	4.4	90.32	4.1
West	7.6	8.4	6.5	-2.1	63.4	0.2	59.0	2.8	66.88	1.7	91.16	1.0
CENSUS DIVISION												
New England	0.4	-0.6	1.0	13.3	60.4	-4.9	39.7	6.1	$ 81.28	3.7	$108.68	4.7
Middle Atlantic	2.8	2.9	1.2	7.5	73.8	-2.3	47.9	2.1	122.15	5.7	178.30	5.6
South Atlantic	9.4	10.1	5.7	16.4	70.5	3.5	90.9	-0.5	67.99	5.0	97.61	4.3
East North Central	2.1	2.9	0.6	0.9	61.6	-1.0	38.4	0.3	57.99	4.2	88.81	3.4
East South Central	-8.2	-7.6	*	*	46.5	-7.6	*	*	44.83	-0.1	63.70	-0.7
West North Central	1.7	0.3	4.4	2.9	59.2	-0.8	44.9	-0.9	53.69	1.6	84.41	3.1
West South Central	5.1	4.8	5.5	9.9	61.1	3.4	49.5	-2.6	56.24	2.4	72.97	2.7
Mountain	0.7	2.3	-0.9	-13.5	56.7	2.9	45.3	4.1	51.69	0.1	65.15	-1.5
Pacific	9.6	10.3	7.6	16.4	66.7	-1.6	60.9	2.7	73.24	1.6	102.05	1.0
AFFILIATION												
Chain	5.8	6.2	3.7	8.4	66.6	1.1	61.5	2.2	$ 70.02	3.5	$ 96.61	3.0
Independent	6.9	6.8	5.5	14.6	65.0	2.0	74.3	-2.7	83.85	3.6	131.31	3.8
LOCATION												
Center City	3.8	3.9	2.8	7.9	66.2	-0.3	52.0	0.2	$ 93.39	4.1	$132.55	4.1
Suburban	6.3	6.7	3.7	15.1	62.9	2.3	51.3	3.2	58.80	2.2	79.82	1.8
Airport	6.3	7.9	1.5	4.0	67.4	0.4	37.6	-1.6	57.15	2.8	76.95	1.3
Highway	6.4	6.6	4.8	12.8	65.6	1.4	91.6	2.9	46.56	3.0	58.22	2.9
Resort	9.5	10.1	7.4	12.4	70.1	3.2	100.2	-1.2	86.82	5.8	136.43	5.2
SIZE												
Under 150 Rooms	5.9	6.3	3.4	8.8	62.8	1.3	62.1	1.5	$ 49.79	3.7	$ 60.54	3.4
150 - 299 Rooms	6.4	6.7	4.8	10.2	63.2	1.8	57.6	3.0	61.47	2.6	85.13	2.4
300 - 600 Rooms	6.5	6.5	5.7	10.8	66.7	1.1	60.4	-0.2	76.18	3.6	111.58	3.6
Over 600 Rooms	5.3	6.0	2.4	9.6	73.6	0.5	72.9	1.1	99.33	4.4	146.21	3.7
TYPE												
Hotel	5.8	6.1	4.1	10.4	66.8	0.8	56.6	0.7	$ 86.76	3.8	$129.02	3.5
Motor Hotel	6.0	6.2	4.6	7.0	65.2	2.0	72.3	2.1	46.61	3.1	57.28	2.8
Economy	10.5	10.3	19.5	14.6	63.9	0.9	83.1	-2.4	37.74	3.9	38.99	4.1
All Suites	7.5	8.1	4.2	9.5	69.5	1.8	116.1	2.7	85.05	3.9	111.62	3.4

* Insufficient Response
\- No Change

TWELVE-MONTH VARIATION REPORT - AS OF OCTOBER 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	6.0	6.4	4.2	5.0	1.7	10.1	3.2	3.5	2.4	8.3	4.9	4.7	2.9
CENSUS REGION													
Northeast	2.4	2.3	1.2	2.1	-1.5	8.2	5.6	5.5	3.8	11.3	9.3	8.4	7.7
North Central	1.9	2.0	1.9	3.3	-1.9	1.3	3.3	3.3	1.8	2.2	3.5	3.5	0.9
South	8.3	8.7	5.7	6.3	3.9	15.1	4.1	4.4	1.8	10.8	2.8	3.0	0.8
West	7.6	8.4	6.5	7.4	3.4	-2.1	1.0	1.7	3.3	-8.7	2.7	4.6	1.8
CENSUS DIVISION													
New England	0.4	-0.6	1.0	2.4	-2.4	13.3	4.7	3.7	6.6	19.8	6.1	6.6	9.0
Middle Atlantic	2.8	2.9	1.2	2.1	-1.4	7.5	5.6	5.7	3.4	10.2	9.7	8.7	7.5
South Atlantic	9.4	10.1	5.7	6.2	4.5	16.4	4.3	5.0	1.0	11.0	2.9	2.8	0.5
East North Central	2.1	2.9	0.6	1.6	-2.5	0.9	3.4	4.2	0.4	1.5	3.2	3.7	-0.9
East South Central	-8.2	-7.6	*	*	*	*	-0.7	-0.1	*	*	*	*	*
West North Central	1.7	0.3	4.4	6.3	-0.9	2.9	3.1	1.6	4.3	4.1	4.2	2.9	4.3
West South Central	5.1	4.8	5.5	6.9	1.3	9.9	2.7	2.4	3.9	8.2	1.2	3.2	1.0
Mountain	0.7	2.3	-0.9	0.4	-4.5	-13.5	-1.5	0.1	-3.4	-17.2	1.6	0.2	-2.1
Pacific	9.6	10.3	7.6	8.5	4.9	16.4	1.0	1.6	4.3	7.0	4.2	6.5	4.0
AFFILIATION													
Chain	5.8	6.2	3.7	4.7	1.0	8.4	3.0	3.5	2.1	6.8	4.9	5.2	3.4
Independent	6.9	6.8	5.5	6.1	3.8	14.6	3.8	3.6	3.0	11.6	4.5	2.3	0.9
LOCATION													
Center City	3.8	3.9	2.8	3.8	-0.2	7.9	4.1	4.1	3.5	8.7	6.6	6.4	5.1
Suburban	6.3	6.7	3.7	4.7	0.8	15.1	1.8	2.2	-0.2	12.6	2.6	4.0	0.7
Airport	6.3	7.9	1.5	2.9	-2.5	4.0	1.3	2.8	1.2	1.7	3.7	3.5	3.2
Highway	6.4	6.6	4.8	6.4	0.3	12.8	2.9	3.0	-1.3	6.2	2.5	6.2	-5.4
Resort	9.5	10.1	7.4	7.6	6.8	12.4	5.2	5.8	3.0	7.8	4.5	2.4	1.8
SIZE													
Under 150 Rooms	5.9	6.3	3.4	4.2	1.4	8.8	3.4	3.7	4.1	9.7	6.4	6.1	6.6
150 - 299 Rooms	6.4	6.7	4.8	5.7	2.2	10.2	2.4	2.6	2.3	6.7	2.3	3.4	2.0
300 - 600 Rooms	6.5	6.5	5.7	6.7	2.9	10.8	3.6	3.6	2.7	8.4	2.6	2.3	0.9
Over 600 Rooms	5.3	6.0	2.4	3.2	0.3	9.6	3.7	4.4	2.1	9.1	7.6	6.8	4.9
TYPE													
Hotel	5.8	6.1	4.1	4.8	1.9	10.4	3.5	3.8	2.6	9.1	5.3	4.8	3.1
Motor Hotel	6.0	6.2	4.6	6.3	-	7.0	2.8	3.1	2.2	4.2	4.4	6.7	3.6
Economy	10.5	10.3	19.5	18.4	23.2	14.6	4.1	3.9	9.5	11.3	2.6	3.4	*
All Suites	7.5	8.1	4.2	5.5	0.6	9.5	3.4	3.9	1.1	5.0	1.1	1.5	-0.1

* Insufficient Response
\- No Change

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF OCTOBER 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 44.68	$ 43.64	$ 12.47	$ 12.04	0.31	0.31	0.21	0.22	48.2	47.9	$ 8.31	$ 8.04	1.5
CENSUS REGION													
Northeast	$ 50.86	$ 49.00	$ 16.27	$ 15.84	0'28	0.29	0.20	0.20	53.5	51.5	$ 11.73	$ 11.09	-1.3
North Central	44.38	43.61	9.77	9.48	0.33	0.33	0.23	0.23	42.2	42.5	5.57	5.47	0.5
South	40.19	39.47	11.93	11.44	0.32	0.32	0.21	0.22	45.7	46.3	7.56	7.39	2.1
West	49.80	48.23	11.61	11.12	0.32	0.33	0.23	0.23	51.5	51.3	7.55	7.20	4.2
CENSUS DIVISION													
New England	$ 52.49	$ 49.25	$ 12.42	$ 12.11	0.33	0.34	0.23	0.23	52.9	51.7	$ 9.12	$ 9.04	-0.6
Middle Atlantic	50.65	48.97	16.89	16.42	0.28	0.28	0.20	0.20	53.6	51.5	12.13	11.39	-1.4
South Atlantic	44.14	43.70	12.74	12.15	0.31	0.32	0.22	0.22	45.6	45.9	8.00	7.73	1.2
East North Central	41.86	41.71	9.33	9.10	0.33	0.34	0.24	0.24	42.3	42.5	5.50	5.42	-0.9
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	49.59	47.54	10.48	10.10	0.31	0.32	0.22	0.22	42.0	42.4	5.69	5.55	2.7
West South Central	29.69	28.58	9.35	9.12	0.33	0.33	0.21	0.23	46.1	47.7	6.07	6.20	5.3
Mountain	40.18	41.61	11.06	11.08	0.35	0.34	0.22	0.23	48.2	48.1	7.25	7.22	0.6
Pacific	51.60	49.48	11.68	11.12	0.31	0.32	0.23	0.23	53.3	53.3	7.68	7.19	4.7
FFILIATION													
Chain	$ 39.87	$ 39.06	$ 12.28	$ 11.87	0.30	0.31	0.21	0.21	48.6	48.0	$ 8.29	$ 8.00	1.5
Independent	68.95	66.93	13.19	12.71	0.32	0.33	0.23	0.23	46.8	47.7	8.41	8.23	1.6
OCATION													
Center City	$ 44.43	$ 42.92	$ 14.35	$ 13.86	0.29	0.29	0.21	0.21	53.1	52.4	$ 10.73	$ 10.33	0.6
Suburban	38.80	38.87	9.90	9.76	0.34	0.34	0.23	0.24	44.6	43.9	6.05	5.94	3.4
Airport	34.10	33.68	10.47	10.27	0.32	0.33	0.22	0.21	45.9	45.8	6.29	6.13	0.6
Highway	34.30	34.76	9.30	8.80	0.32	0.33	0.22	0.22	39.4	39.6	4.86	4.62	-0.2
Resort	61.12	59.32	13.62	12.98	0.32	0.33	0.22	0.21	44.1	44.3	8.00	7.76	2.7
IZE													
Under 150 Rooms	$ 47.44	$ 45.57	$ 9.32	$ 8.64	0.36	0.37	0.26	0.26	43.8	43.1	$ 5.18	$ 4.73	-4.2
150 - 299 Rooms	38.34	37.49	10.06	9.70	0.33	0.34	0.23	0.24	46.5	46.6	6.50	6.29	1.6
300 - 600 Rooms	45.75	44.56	12.54	12.20	0.32	0.32	0.22	0.22	46.3	46.5	7.78	7.76	4.1
Over 600 Rooms	48.54	47.56	15.44	14.93	0.28	0.28	0.19	0.19	51.5	50.5	11.15	10.57	-0.1
YPE													
Hotel	$ 48.87	$ 47.64	$ 13.32	$ 12.86	0.30	0.31	0.21	0.21	49.2	48.9	$ 9.08	$ 8.77	1.4
Motor Hotel	27.20	26.62	7.58	7.30	0.35	0.35	0.23	0.22	41.3	40.6	4.24	4.08	2.4
Economy	9.19	8.39	*	*	*	*	*	*	*	*	*	*	*
All Suites	47.62	47.08	15.09	14.58	0.32	0.33	0.24	0.25	42.6	42.9	8.51	8.35	0.6

* Insufficient Response

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Laventhol & Horwath
Certified Public Accountants

NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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NOVEMBER 1989 COMPARED WITH NOVEMBER 1988

NOVEMBER OCCUPANCY ON THE RISE

The total occupancy rate displayed in November was an increase of 3.1 percent. The National occupancy was reported at 68.4, which was a slight increase from the comparable month in 1988. While occupancy in most segments were up, properties in the New England and East North Central regions of the country have declined a 7.2 and 7.1 percent. The Middle and South Atlantic regions have the greatest occupancy rates on the year to date basis with a 74.8 and a 73.1. In the month of November, all locations experienced an increase in occupancy, the airport and resort locations showed a significant increase of 3.9. All the hotel type properties attained positive rate changes for November except for All Suites with a decline of 1.5. Ironically the year to date figures show All Suites in the lead with a 72.2 occupancy rate resulting in a 1.5 percent change.

November average room rates indicated a 2.8 percent increase for the same period in 1988 reaching a rate of $76.22. Average room rates for the year to date figures inclined from $70.31 to $72.31. More specifically, the area of the Nation with the highest increase in room rates is the West South Central, with 7.6 percent. A 0.9 percent increase is shown for the Pacific coast, which is the smallest increase for all the regions. All Suites and Economy properties are showing respectable increases of 12.1 and 7.9 with hotel trailing a 1.9 percent incline.

Food and Beverage sales for November reported a generous increase of 4.3. The number of covers served also increased by 2.5 percent. Food and Beverage sales per occupied room displayed an inclining from $50.57 in 1988 to $51.21 in 1989. The year to date food and beverage sales per occupied room also jumped from $42.70 in 1988 to $43.77 in 1989. Room sales, the incline in food and beverage sales and sales from other sources combined to lift total sales by 2.6 percent this month.

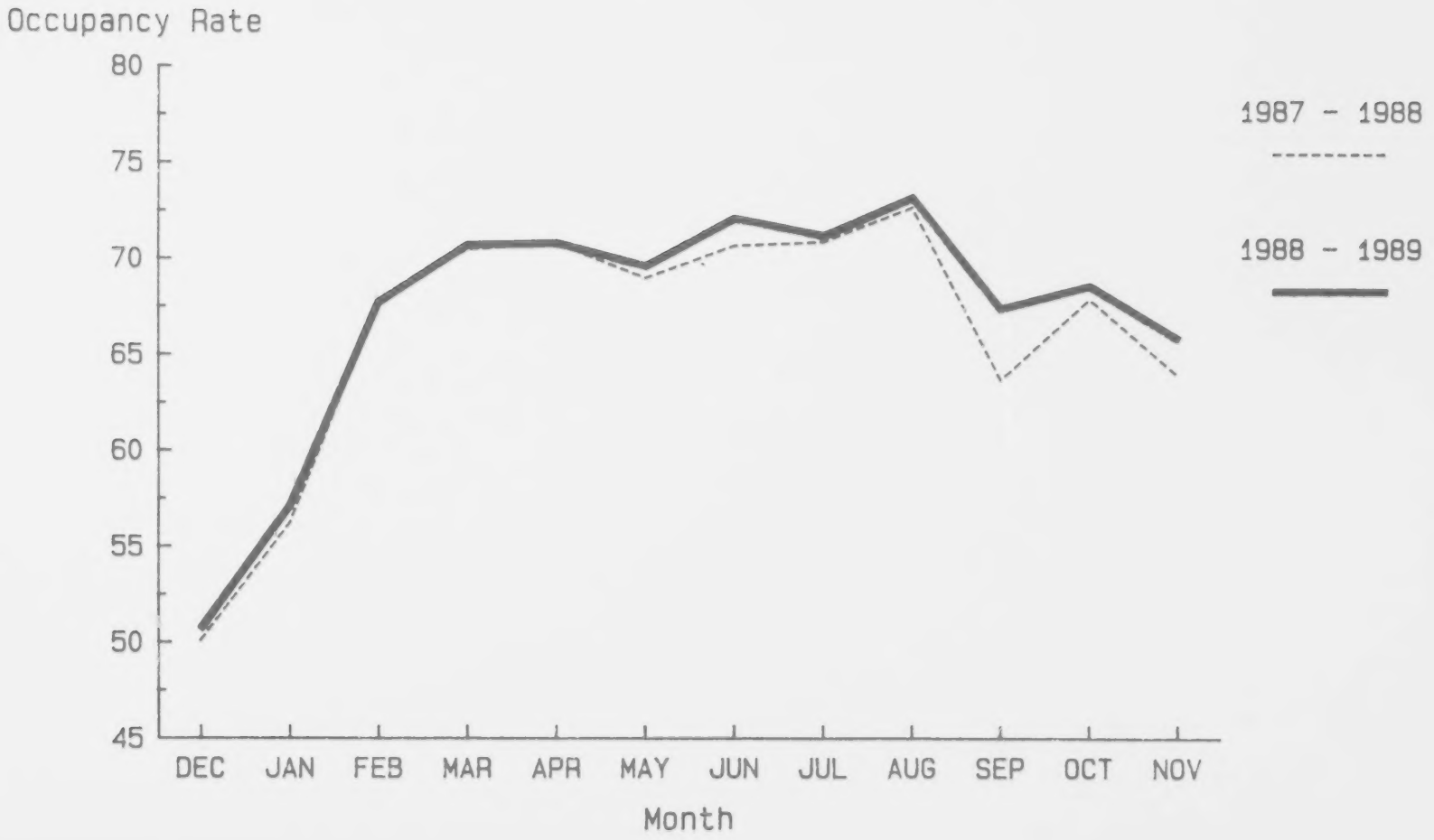
SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	70.2%	4.2%
AFFILIATION:		
Chain	69.8	2.6
Independent	59.0	-11.5
CENSUS REGION:		
Northeast	74.7	8.4
North Central	63.1	6.1
South	70.7	0.1
West	69.8	4.8
CENSUS DIVISION:		
New England	61.9	5.9
Middle Atlantic	75.7	6.6
South Atlantic	73.5	-3.1
East North Central	60.7	2.9
East South Central	**	**
West North Central	65.6	10.3
West South Central	66.9	3.6
Mountain	**	**
Pacific	68.9	2.8
LOCATION:		
Center City	59.7	-10.9
Suburban	71.4	13.7
Airport	71.2	0.6
Highway	74.4	11.2
Resort	72.4	-0.5
SIZE:		
Under 150 rooms	66.4	5.1
150 to 299 rooms	67.3	4.2
300 to 600 rooms	71.6	3.9
Over 600 rooms	74.3	2.1
TYPE:		
Hotel	66.7	-1.5
Motor Hotel	67.9	1.6
Economy	74.2	11.2

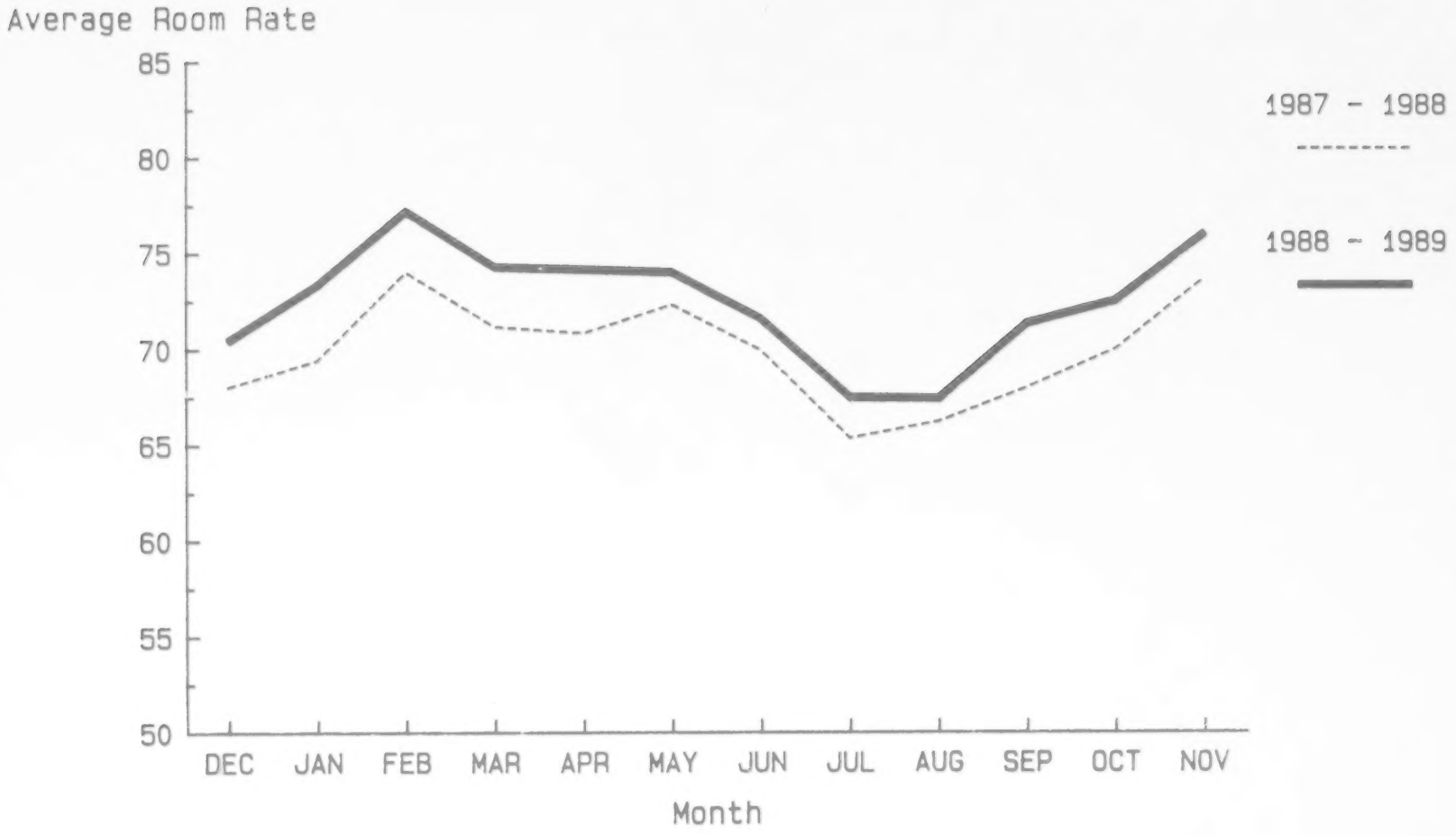
* From Previous Month
** Insufficient Response

Mark Lomanno, Director
Research Division

NATIONAL OCCUPANCY RATE
DECEMBER 1987 - NOVEMBER 1989
DECEMBER 1988 - NOVEMBER 1989



NATIONAL AVERAGE ROOM RATE
DECEMBER 1987 - NOVEMBER 1989
DECEMBER 1988 - NOVEMBER 1989



ROOMS REPORT – NOVEMBER 1989 COMPARED WITH NOVEMBER 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	65.8	63.9	57.8	57.2	$ 76.08	$ 73.75	$ 56.25	$ 54.82	$ 20.05	$ 19.36	21.5	21.3
CENSUS REGION												
Northeast	77.2	76.9	46.1	44.6	$128.46	$122.43	$ 91.48	$ 87.73	$ 27.19	$ 25.77	20.5	20.4
North Central	57.2	59.0	39.6	33.8	54.93	53.16	39.07	39.29	12.74	12.33	24.6	24.6
South	65.0	62.4	71.0	71.0	62.91	60.86	43.79	42.78	17.09	16.47	22.1	21.3
West	62.6	59.1	49.8	53.7	73.31	71.99	52.24	49.70	16.73	18.44	23.6	27.2
CENSUS DIVISION												
New England	58.4	62.9	30.7	27.9	$ 69.95	$ 65.46	$ 59.68	$ 55.02	$ 17.51	$ 16.15	24.2	24.2
Middle Atlantic	80.2	79.1	46.8	45.6	135.25	129.41	92.91	89.32	27.87	26.53	20.4	20.3
South Atlantic	66.0	63.8	77.2	78.9	64.26	63.11	42.39	42.40	18.41	18.02	23.3	22.1
East North Central	55.8	60.3	31.8	27.8	54.44	52.03	41.48	41.12	12.85	11.89	24.8	23.8
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	58.7	57.7	47.9	41.0	55.44	54.34	36.77	37.33	12.58	13.03	24.3	25.9
West South Central	63.2	59.6	56.8	52.8	60.05	55.88	47.60	43.84	13.80	12.67	18.6	18.8
Pacific	62.6	59.1	49.8	53.7	73.31	71.99	52.24	49.70	16.73	18.44	23.6	27.2
AFFILIATION												
Chain	64.8	64.8	33.5	33.6	75.22	70.26	60.89	58.47	17.73	18.18	20.4	21.4
Independent	54.3	47.7	82.3	79.0	123.09	129.30	72.48	73.46	*	*	*	*
LOCATION												
Center City	60.1	64.9	23.8	27.8	$ 70.92	$ 61.52	$ 56.85	$ 51.34	$ *	$ *	*	*
Suburban	64.7	64.5	31.9	33.3	71.06	71.48	54.70	54.88	19.11	21.72	25.0	27.7
Airport	66.0	66.2	24.3	18.1	52.18	51.24	41.44	42.64	10.97	10.90	20.1	19.8
Highway	66.0	64.0	58.7	58.0	75.84	73.60	55.93	54.53	20.17	19.42	21.6	21.3
Resort	64.3	58.4	77.8	76.9	123.81	119.47	85.96	83.19	19.32	19.47	13.7	14.9
SIZE												
Under 150 Rooms	59.2	58.0	57.3	53.9	$ 49.56	$ 47.61	$ 34.66	$ 33.95	$ 15.63	$ 14.39	30.2	29.0
150 - 299 Rooms	61.1	59.9	48.8	49.5	62.90	59.45	44.86	42.09	17.84	17.32	23.3	23.6
300 - 600 Rooms	67.5	63.4	54.3	53.3	75.34	72.96	54.73	53.11	16.53	16.24	20.1	20.5
Over 600 Rooms	75.7	74.9	67.2	66.1	108.78	106.17	69.73	68.49	24.72	23.62	20.9	20.2
TYPE												
Hotel	65.1	61.4	40.9	39.5	$ 94.16	$ 89.95	$ 72.08	$ 71.11	$ 18.58	$ 19.00	20.0	21.1
Motor Hotel	60.8	63.6	38.8	44.3	56.20	52.00	43.07	40.35	13.72	14.28	22.5	23.3
Economy	66.0	64.0	51.7	58.0	75.84	73.60	55.93	54.53	20.17	19.42	21.6	21.3
All Suites	*	*	*	*	*	*	*	*	*	*	*	*

* Insufficient Response

YEAR TO DATE ROOMS REPORT - AS OF NOVEMBER 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	68.4	67.6	64.2	63.4	$ 72.83	$ 70.34	$ 51.00	$ 49.34	$ 18.43	$ 17.52	21.1	20.9
CENSUS REGION												
Northeast	71.7	74.0	46.7	45.9	$113.78	$108.03	$ 80.98	$ 77.10	$ 26.28	$ 24.25	22.2	21.6
North Central	62.2	63.4	40.7	39.8	56.40	54.66	40.66	39.77	13.26	12.69	23.3	23.1
South	69.6	67.3	80.0	80.2	64.95	62.06	42.16	40.29	15.56	14.97	19.3	19.5
West	65.8	65.4	58.9	57.6	67.88	66.96	48.58	47.85	15.16	14.49	23.8	23.6
CENSUS DIVISION												
New England	62.1	65.4	40.1	37.8	$ 80.55	$ 77.80	$ 60.15	$ 58.20	$ 18.88	$ 17.75	22.0	21.7
Middle Atlantic	74.7	76.6	47.6	47.1	122.53	116.09	83.77	79.64	27.70	25.51	22.2	21.6
South Atlantic	73.0	70.5	91.3	91.4	68.38	65.03	41.87	39.79	16.48	15.92	19.5	19.8
East North Central	62.7	64.1	38.5	37.8	57.49	55.27	42.47	41.23	13.42	12.72	22.8	22.5
East South Central	44.7	48.6	*	*	44.01	44.97	*	*	*	*	*	*
West North Central	61.2	62.0	45.3	44.3	54.41	53.54	36.94	36.72	12.90	12.60	24.6	24.4
West South Central	62.9	61.0	50.0	51.4	56.86	55.21	43.23	41.97	12.90	12.35	18.8	18.4
Mountain	58.7	57.0	39.7	36.1	51.08	51.54	35.75	37.52	12.48	12.08	25.1	24.3
Pacific	68.9	69.5	60.6	59.5	74.23	73.15	49.58	48.62	16.01	15.30	23.4	23.5
AFFILIATION												
Chain	67.7	65.9	49.3	49.6	69.95	67.71	51.32	49.42	15.74	14.91	18.9	18.5
Independent	57.5	57.0	87.0	86.6	107.08	104.03	63.27	62.82	19.77	18.53	25.2	26.0
LOCATION												
Center City	65.0	63.4	43.5	48.4	68.42	66.67	53.96	51.75	16.57	15.50	21.5	20.4
Suburban	68.7	66.2	43.9	42.2	64.95	62.93	44.02	42.88	15.01	14.78	20.2	20.6
Airport	71.0	68.8	34.0	34.2	50.71	49.57	37.80	37.34	13.64	12.58	23.9	22.7
Highway	59.9	58.7	61.7	65.0	46.83	45.37	30.72	29.71	11.17	11.60	21.5	22.4
Resort	62.7	62.4	86.1	83.8	123.56	118.19	74.92	72.85	20.57	18.65	15.3	15.1
SIZE												
Under 150 Rooms	64.8	64.3	62.4	61.3	$ 50.69	$ 48.81	$ 33.84	$ 32.84	$ 15.23	$ 14.16	29.0	28.3
150 - 299 Rooms	65.4	64.3	57.6	56.1	61.97	60.17	42.70	41.92	15.55	14.94	21.4	21.3
300 - 600 Rooms	68.9	67.9	60.9	61.0	76.48	73.78	52.23	50.35	15.85	15.47	19.1	19.3
Over 600 Rooms	75.2	75.0	73.6	72.4	99.67	95.70	62.34	59.82	23.49	21.94	21.3	20.8
TYPE												
Hotel	67.9	65.6	53.9	54.1	92.57	90.27	67.17	65.58	16.76	15.74	18.2	17.8
Motor Hotel	61.3	61.3	57.4	56.5	55.95	53.71	37.92	36.36	12.85	12.44	20.8	20.9
Economy	61.8	59.0	69.2	74.6	37.23	38.32	23.60	24.20	*	*	*	*
All Suites	69.3	69.6	*	*	71.21	67.90	*	*	*	*	*	*

* Insufficient Response

TREND REPORT - NOVEMBER 1989 COMPARED WITH NOVEMBER 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	NOV	% CHG	NOV	% CHG	NOV	% CHG	NOV	% CHG
TOTAL	6.1	6.4	4.5	9.4	65.8	3.0	57.8	1.0	$ 76.08	3.2	$110.38	2.8
CENSUS REGION												
Northeast	3.6	3.9	1.9	7.9	77.2	0.4	46.1	3.4	$128.46	4.9	$191.71	4.7
North Central	1.0	0.3	1.5	8.7	57.2	-3.1	39.6	17.2	54.93	3.4	84.86	4.1
South	7.2	7.5	5.8	9.2	65.0	4.2	71.0	-	62.91	3.4	88.50	3.1
West	11.1	12.0	8.1	33.8	62.6	5.9	49.8	-7.3	73.31	1.8	107.45	1.0
CENSUS DIVISION												
New England	-2.1	0.9	-7.9	-10.5	58.4	-7.2	30.7	10.0	$ 69.95	6.9	$ 99.30	3.7
Middle Atlantic	4.0	4.1	2.4	9.0	80.2	1.4	46.8	2.6	135.25	4.5	202.45	4.4
South Atlantic	5.0	5.0	4.0	8.8	66.0	3.4	77.2	-2.2	64.26	1.8	93.34	1.8
East North Central	-2.3	-2.2	-1.8	6.2	55.8	-7.5	31.8	14.4	54.44	4.6	84.47	5.6
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	4.7	4.2	4.9	13.0	58.7	1.7	47.9	16.8	59.44	2.0	85.26	2.5
West South Central	13.3	13.6	12.2	11.0	63.2	6.0	56.8	7.6	60.05	7.5	78.07	7.1
Pacific	11.1	12.0	8.1	33.8	62.6	5.9	49.8	-7.3	73.31	1.8	107.45	1.0
AFFILIATION												
Chain	7.6	6.5	7.6	23.2	64.8	-	33.5	-0.3	75.22	7.1	114.74	8.2
Independent	13.7	13.0	15.3	*	54.3	13.8	82.3	4.2	123.09	-4.8	207.55	-4.1
LOCATION												
Center City	4.6	7.2	-2.2	27.5	60.1	-7.4	23.8	-14.4	$ 70.92	15.3	$123.10	12.4
Suburban	0.8	-2.0	16.1	40.2	64.7	0.3	31.9	-4.2	71.06	-0.6	84.78	2.3
Airport	12.8	11.4	20.1	12.0	66.0	-0.3	24.3	34.3	52.18	1.8	65.69	3.2
Highway	*	*	*	*	*	*	*	*	*	*	*	*
Resort	13.2	13.8	11.7	18.0	64.3	10.1	77.8	1.2	123.81	7.2	227.51	6.7
SIZE												
Under 150 Rooms	6.8	8.0	2.1	-6.2	59.2	2.1	57.3	6.3	$ 49.56	4.1	$ 59.95	2.8
150 - 299 Rooms	7.6	9.1	4.8	2.9	61.1	2.0	48.8	-1.4	62.90	5.8	90.42	4.4
300 - 600 Rooms	8.6	9.8	5.0	13.3	67.5	6.5	54.3	1.9	75.34	3.3	110.87	2.2
Over 600 Rooms	3.2	1.9	4.3	12.9	75.7	1.1	67.2	1.7	108.78	2.5	164.73	3.8
TYPE												
Hotel	9.4	8.6	9.3	21.4	65.1	6.0	40.9	3.5	94.16	4.7	150.94	5.5
Motor Hotel	6.3	3.5	13.6	25.4	60.8	-4.4	38.8	-12.4	56.20	8.1	78.15	11.0
Economy	*	*	*	*	*	*	*	*	*	*	*	*
All Suites	*	*	*	*	*	*	*	*	*	*	*	*

* Insufficient Response

YEAR T/ DATE TREND REPORT - AS OF NOVEMBER 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	NOV	% CHG	NOV	% CHG	NOV	% CHG	NOV	% CHG
TOTAL	5 7	5 8	3 9	11 8	68 4	1 2	64 2	1 3	$ 72 83	3 5	$102 01	3 4
CENSUS REGION												
Northeast	1 9	1 7	1 3	7 0	71 7	-3 1	46 7	1 7	$113 78	5 3	$162 74	5 6
North Central	1 4	0 9	1 6	8 2	62 2	-1 9	40 7	2 3	56 40	3 2	85 82	3 7
South	7 9	8 2	5 1	15 8	69 6	3 4	80 0	-0 2	64 95	4 7	90 24	4 4
West	7 8	8 2	6 3	11 1	65 8	0 6	58 9	2 3	67 88	1 4	90 82	1 0
CENSUS DIVISION												
New England	-0 6	-1 0	0 1	3 1	62 1	-5 0	40 1	6 1	$ 80 55	3 5	$103 07	3 9
Middle Atlantic	2 4	2 2	1 5	7 4	74 7	-2 5	47 6	1 1	122 53	5 5	178 44	5 7
South Atlantic	8 8	9 4	5 1	16 9	73 0	3 5	91 3	-0 1	68 38	5 2	97 50	4 6
East North Central	1 5	1 4	0 3	9 5	62 7	-2 2	38 5	1 9	57 49	4 0	87 64	4 1
East South Central	-8 3	-10 0	*	*	44 7	-8 0	*	*	44 01	-2 1	59 25	-0 3
West North Central	1 3	-0 1	4 0	4 2	61 2	-1 3	45 3	2 3	54 41	1 6	82 53	3 0
West South Central	5 1	4 9	5 2	10 0	62 9	3 1	50 0	-2 7	56 86	3 0	72 97	3 2
Mountain	0 6	1 2	-4 9	-0 5	58 7	3 0	39 7	10 0	51 08	-0 9	58 10	-1 5
Pacific	9 5	10 1	7 3	16 3	68 9	-0 9	60 6	1 8	74 23	1 5	103 19	0 8
AFFILIATION												
Chain	6 1	6 4	3 4	17 7	67 7	2 7	49 3	-0 6	69 95	3 3	102 04	3 0
Independent	4 5	3 7	5 9	4 4	57 5	0 9	87 0	0 5	107 08	2 9	173 44	3 7
LOCATION												
Center City	2 5	5 1	-3 5	18 0	65 0	2 5	43 5	-10 1	68 42	2 6	117 62	0 1
Suburban	8 4	8 2	6 8	20 0	68 7	3 8	43 9	4 0	64 95	3 2	81 66	3 4
Airport	7 6	6 5	12 8	9 1	71 0	3 2	34 0	-0 6	50 71	2 3	63 83	3 4
Highway	6 1	5 1	9 8	6 3	59 9	2 0	61 7	-5 1	46 83	3 2	60 86	4 2
Resort	5 1	4 5	5 2	12 1	62 7	0 5	86 1	2 7	123 56	4 5	205 02	5 2
SIZE												
Under 150 Rooms	5 2	5 6	2 8	10 0	64 8	0 8	62 4	1 8	$ 50 69	3 9	$ 61 37	3 5
150 - 299 Rooms	6 2	6 4	4 7	9 0	65 4	1 7	57 6	2 7	61 97	3 0	85 09	2 7
300 - 600 Rooms	6 0	6 1	4 7	12 2	68 9	1 5	60 9	-0 2	76 48	3 7	110 36	3 6
Over 600 Rooms	5 1	5 2	2 8	13 3	75 2	0 3	73 6	1 7	99 67	4 1	145 27	4 0
TYPE												
Hotel	5 9	6 2	3 8	16 2	67 9	3 5	53 9	-0 4	92 57	2 5	145 69	2 3
Motor Hotel	4 8	4 3	6 8	2 3	61 3	-	57 4	1 6	55 95	4 2	79 06	4 7
Economy	1 7	1 1	*	4 6	61 8	4 7	69 2	-7 2	37 23	-2 8	42 99	-2 2
All Suites	7 7	7 6	*	*	69 3	-0 4	*	*	71 21	4 9	77 31	4 9

* Insufficient Response

VARIATION REPORT - NOVEMBER 1989 COMPARED WITH NOVEMBER 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	6.1	6.4	4.5	5.9	0.1	9.4	2.8	3.2	1.7	6.9	0.7	3.6	-0.5
CENSUS REGION													
Northeast	3.6	3.9	1.9	2.2	0.9	7.9	4.7	4.9	2.6	9.1	3.2	5.5	3.9
North Central	1.0	0.3	1.5	4.3	-7.7	8.7	4.1	3.4	2.0	11.5	2.4	3.3	-4.2
South	7.2	7.5	5.8	8.2	-0.7	9.2	3.1	3.4	1.6	5.4	-	3.8	-1.7
West	11.1	12.0	8.1	8.8	5.5	33.8	1.0	1.8	1.0	7.9	-13.7	-9.3	-16.3
CENSUS DIVISION													
New England	-2.1	0.9	-7.9	-4.7	-14.2	-10.5	3.7	6.9	0.3	2.0	-3.3	8.4	3.0
Middle Atlantic	4.0	4.1	2.4	2.5	2.1	9.0	4.4	4.5	2.6	9.4	3.1	5.1	3.8
South Atlantic	5.0	5.0	4.0	6.5	-2.7	8.8	1.8	1.8	-0.9	4.3	-2.2	2.2	-5.1
East North Central	-2.3	-3.2	-1.8	0.5	-8.9	6.2	5.6	4.6	4.2	13.3	6.6	8.1	-1.1
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	4.7	4.2	4.9	8.4	-6.3	13.0	2.5	2.0	-0.4	9.5	-3.9	-3.5	-7.3
West South Central	13.3	13.6	12.2	14.0	7.1	11.0	7.1	7.5	9.6	9.0	8.0	8.9	10.5
Pacific	11.1	12.0	8.1	8.8	5.5	33.8	1.0	1.8	1.0	7.9	-13.7	-9.3	-16.3
AFFILIATION													
Chain	7.6	6.5	7.6	9.2	3.5	23.2	8.2	7.1	4.9	16.1	0.5	-2.5	-3.4
Independent	13.7	13.0	15.3	18.0	9.0	*	-4.1	-4.8	7.0	*	*	*	*
LOCATION													
Center City	4.6	7.2	-2.2	8.4	-24.1	27.5	12.4	15.3	5.3	19.2	*	*	*
Suburban	0.8	-2.0	16.1	17.9	9.3	40.2	2.3	-0.6	7.9	29.0	-0.2	-12.0	0.1
Airport	12.8	11.4	20.1	15.6	31.0	12.0	3.2	1.8	14.5	6.3	-2.7	0.6	*
Highway	5.9	6.4	4.2	5.6	-0.2	9.0	2.6	3.0	1.4	6.8	0.7	3.9	-0.4
Resort	13.2	13.8	11.7	11.2	12.9	18.0	6.7	7.2	3.4	12.2	0.1	-0.8	0.5
SIZE													
Under 150 Rooms	6.8	8.0	2.1	4.4	-4.0	-6.2	2.8	4.1	0.4	-1.9	10.5	8.6	10.4
150 - 299 Rooms	7.6	9.1	4.8	6.1	0.8	2.9	4.4	5.8	0.8	0.3	-0.1	3.0	-1.6
300 - 600 Rooms	8.6	9.8	5.0	6.6	-0.3	13.3	2.2	3.3	-1.6	5.1	-3.4	1.8	-8.1
Over 600 Rooms	3.2	1.9	4.3	5.4	0.7	12.9	3.8	2.5	5.6	13.4	2.7	4.7	5.1
TYPE													
Hotel	9.4	8.6	9.3	11.1	4.9	21.4	5.5	4.7	-1.9	10.2	-0.9	-2.2	-3.8
Motor Hotel	6.3	3.5	13.6	16.2	7.6	25.4	11.0	8.1	20.2	20.1	9.5	-3.9	-0.7
Economy	*	*	*	*	*	*	*	*	*	*	*	*	
All Suites	*	*	*	*	*	*	*	*	*	*	*	*	*

* Insufficient Response

FOOD AND BEVERAGE REPORT - NOVEMBER 1989 COMPARED WITH NOVEMBER 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 50.39	$ 49.57	$ 13.73	$ 13.35	0.30	0.31	0.21	0.21	47.3	48.0	$ 9.07	$ 8.82	2.3
CENSUS REGION													
Northeast	$ 60.76	$ 59.22	$ 17.99	$ 18.60	0.26	0.26	0.20	0.20	47.7	47.3	$ 11.57	$ 11.62	3.1
North Central	46.34	45.41	11.42	10.52	0.32	0.33	0.22	0.22	41.6	41.7	5.60	5.17	-4.9
South	43.89	43.20	12.81	12.00	0.32	0.32	0.22	0.22	47.4	48.9	8.28	7.85	1.2
West	54.70	54.18	11.58	11.19	0.35	0.36	0.23	0.23	52.2	57.8	7.91	8.71	7.2
CENSUS DIVISION													
New England	$ 47.01	$ 46.85	$ 10.15	$ 10.21	0.40	0.41	0.32	0.31	47.6	45.3	$ 9.21	$ 9.33	-4.8
Middle Atlantic	61.67	60.11	18.45	19.14	0.26	0.26	0.19	0.19	47.7	47.4	11.68	11.73	3.6
South Atlantic	47.62	48.04	13.83	13.05	0.32	0.32	0.22	0.22	48.0	50.0	8.98	8.59	0.5
East North Central	45.64	43.78	10.89	9.42	0.34	0.35	0.24	0.24	43.1	42.1	6.41	5.19	-18.7
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	47.06	47.27	11.83	11.70	0.29	0.31	0.20	0.20	40.2	41.3	4.86	5.15	9.7
West South Central	34.92	31.85	10.48	9.54	0.32	0.33	0.21	0.23	45.4	45.3	6.63	6.09	2.9
Pacific	54.70	54.18	11.58	11.19	0.35	0.36	0.23	0.23	52.2	57.8	7.91	8.71	7.2
AFFILIATION													
Chain	$ 49.69	$ 47.35	$ 16.90	$ 14.93	0.31	0.31	0.22	0.23	42.6	43.0	$ 10.44	$ 9.55	-4.2
Independent	97.85	91.47	*	*	*	*	*	*	*	*	*	*	*
LOCATION													
Center City	$ 48.05	$ 45.64	$ 19.68	$ 15.45	*	*	*	*	*	*	$ *	$ *	-14.6
Suburban	21.45	19.88	10.07	8.02	0.37	0.37	0.21	0.23	53.9	58.1	6.95	6.22	-6.3
Airport	22.05	19.26	11.48	10.34	*	*	*	*	*	*	*	*	4.1
Highway	*	*	*	*	*	*	*	*	*	*	*	*	*
Resort	114.47	110.73	18.98	17.91	0.32	0.33	0.22	0.22	32.8	32.9	9.09	8.58	5.8
SIZE													
Under 150 Rooms	$ 53.76	$ 53.57	$ 10.62	$ 10.13	0.42	0.41	0.29	0.30	45.4	43.3	$ 7.01	$ 7.22	2.1
150 - 299 Rooms	42.84	42.49	12.13	11.69	0.32	0.32	0.24	0.24	46.5	46.1	8.21	7.90	1.1
300 - 600 Rooms	47.28	48.03	12.82	12.30	0.31	0.31	0.22	0.22	46.3	49.6	8.01	7.73	1.3
Over 600 Rooms	58.26	55.16	16.38	16.32	0.28	0.28	0.19	0.18	48.4	48.2	10.97	10.79	4.5
TYPE													
Hotel	$ 75.59	$ 77.08	$ 18.93	$ 17.13	0.31	0.32	0.22	0.22	42.0	41.4	$ 11.08	$ 10.03	-0.9
Motor Hotel	24.36	20.26	10.00	7.92	0.42	0.41	0.22	0.26	43.5	48.4	6.39	6.03	-2.4
Economy	*	*	*	*	*	*	*	*	*	*	*	*	*
All Suites	*	*	*	*	*	*	*	*	*	*	*	*	*

* Insufficient Response

YEAR TO DATE VARIATION REPORT - AS OF NOVEMBER 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.7	5.8	3.9	4.8	1.3	11.8	3.4	3.5	2.6	10.7	4.5	5.2	2.7
CENSUS REGION													
Northeast	1.9	1.7	1.3	2.3	-1.4	7.0	5.6	5.3	4.4	10.8	8.6	8.4	7.4
North Central	1.4	0.9	1.6	2.9	-2.3	8.2	3.7	3.2	2.4	10.1	3.5	4.5	0.9
South	7.9	8.2	5.1	5.8	3.0	15.8	4.4	4.7	1.7	12.1	2.6	3.9	0.8
West	7.8	8.2	6.3	7.3	3.1	11.1	1.0	1.4	2.9	2.5	0.9	4.6	-0.5
CENSUS DIVISION													
New England	-0.6	-1.0	0.1	1.9	-4.4	3.1	3.9	3.5	5.8	9.9	5.5	6.4	7.8
Middle Atlantic	2.4	2.2	1.5	2.3	-1.1	7.4	5.7	5.5	4.3	10.7	9.0	8.6	7.3
South Atlantic	8.8	9.4	5.1	5.6	3.5	16.9	4.6	5.2	0.7	12.2	2.4	3.5	-
East North Central	1.5	1.4	0.3	1.4	-2.9	9.5	4.1	4.0	1.5	11.5	3.5	5.5	-0.3
East South Central	-8.3	-10.0	*	*	*	*	-0.3	-2.1	*	*	*	*	*
West North Central	1.3	-0.1	4.0	5.6	-1.2	4.2	3.0	1.6	4.2	5.9	3.4	2.4	3.3
West South Central	5.1	4.9	5.2	6.7	0.9	10.0	3.2	3.0	4.5	9.0	2.5	4.5	2.6
Mountain	0.6	1.2	-4.9	-2.6	-11.4	-0.5	-1.5	-0.9	-8.1	-5.3	0.4	3.3	-2.2
Pacific	9.5	10.1	7.3	8.2	4.5	16.3	0.8	1.5	3.9	6.1	0.9	4.6	-0.3
AFFILIATION													
Chain	6.1	6.4	3.4	4.3	1.1	17.7	3.0	3.3	-0.1	13.6	3.4	5.6	0.4
Independent	4.5	3.7	5.9	5.8	6.0	4.4	3.7	2.9	3.4	4.3	10.2	6.7	9.9
LOCATION													
Center City	2.5	5.1	-3.5	-1.5	-7.7	18.0	0.1	2.6	-6.7	12.1	-0.7	6.9	-4.9
Suburban	8.4	8.2	6.8	7.8	2.7	20.0	3.4	3.2	0.9	13.7	5.6	1.6	5.3
Airport	7.6	6.5	12.8	12.9	12.7	9.1	3.4	2.3	8.0	5.1	6.2	8.4	6.4
Highway	6.1	5.1	9.8	12.3	0.2	6.3	4.2	3.2	4.7	-	-1.3	-3.7	-1.9
Resort	5.1	4.5	5.2	4.8	6.1	12.1	5.2	4.5	4.8	13.6	8.4	10.3	5.6
SIZE													
Under 150 Rooms	5.2	5.6	2.8	3.5	0.7	10.0	3.5	3.9	4.1	12.1	7.9	7.6	8.4
150 - 299 Rooms	6.2	6.4	4.7	5.7	1.9	9.0	2.7	3.0	2.6	6.2	2.6	4.1	2.3
300 - 600 Rooms	6.0	6.1	4.7	5.7	1.8	12.2	3.6	3.7	2.0	10.1	1.9	2.5	-0.3
Over 600 Rooms	5.1	5.2	2.8	3.6	0.4	13.3	4.0	4.1	3.0	13.4	6.7	7.1	4.9
TYPE													
Hotel	5.9	6.2	3.8	4.2	2.8	16.2	2.3	2.5	-0.4	12.8	3.8	6.5	-0.2
Motor Hotel	4.8	4.3	6.8	8.3	2.4	2.3	4.7	4.2	5.5	0.2	4.5	3.3	5.1
Economy	1.7	1.1	*	*	*	4.6	-2.2	-2.8	*	-5.3	*	*	*
All Suites	7.7	7.6	*	*	*	*	4.9	4.9	*	*	*	*	*

* Insufficient Response

TWELVE MONTH ROOMS REPORT - AS OF NOVEMBER 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	988	1989	1988	1989	1988	1989	1988
TOTAL	66 7	66 0	64 2	63 3	$ 72 63	$ 70 14	$ 50 91	$ 49 25	$ 18 61	$ 17 69	21 4	21 2
CENSUS REGION												
Northeast	70 7	72 7	47 0	46 0	$113 94	$108 07	$ 81 01	$ 77 21	$ 26 45	$ 24 36	22 3	21 7
North Central	60 6	61 5	40 5	39 9	55 99	54 31	40 47	39 56	13 51	12 92	23 9	23 6
South	67 8	65 6	79 9	80 1	64 66	61 85	42 01	40 19	15 68	15 13	19 6	19 8
West	64 0	63 8	59 2	57 8	67 40	66 39	47 92	47 16	15 55	14 87	24 6	24 5
CENSUS DIVISION												
New England	60 2	63 6	39 7	37 6	$ 80 72	$ 77 83	$ 60 40	$ 58 45	$ 19 38	$ 18 10	22 5	22 1
Middle Atlantic	74 0	75 5	48 0	47 1	122 50	116 02	83 70	79 68	27 76	25 54	22 3	21 6
South Atlantic	70 9	68 6	91 1	91 3	68 09	64 84	41 76	39 72	16 60	16 05	19 7	20 0
East North Central	61 1	62 3	38 2	37 5	57 02	54 85	42 28	41 08	13 70	12 97	23 4	23 1
East South Central	44 0	48 0	*	*	43 58	44 14	*	*	*	*	*	*
West North Central	59 7	60 2	45 3	45 0	54 15	53 33	36 86	36 49	13 09	12 79	25 0	24 8
West South Central	61 5	59 6	50 2	51 3	56 55	54 93	42 92	41 78	13 05	12 56	19 1	18 8
Mountain	57 1	55 7	42 9	41 2	51 20	51 50	36 07	36 68	13 67	13 57	26 7	26 7
Pacific	67 1	67 8	61 0	59 7	73 54	72 41	49 05	48 18	16 25	15 39	24 0	23 8
AFFILIATION												
Chain	66 2	64 3	49 9	50 0	$ 69 78	$ 67 47	$ 51 35	$ 49 48	$ 15 76	$ 14 98	18 8	18 5
Independent	55 4	55 3	87 6	86 7	105 81	103 84	62 48	62 74	21 29	19 85	26 6	27 7
LOCATION												
Center City	62 4	60 9	43 2	47 6	$ 67 53	$ 65 86	$ 53 33	$ 51 35	$ 16 36	$ 15 39	21 3	20 4
Suburban	67 4	64 9	43 9	41 8	64 89	62 70	43 83	42 73	14 98	14 74	20 0	20 5
Airport	70 7	68 0	34 0	34 4	50 42	49 42	37 42	37 13	13 63	12 59	24 0	22 8
Highway	58 4	57 2	61 3	64 4	45 72	44 43	30 56	29 59	11 33	11 74	22 1	22 9
Resort	60 8	60 6	87 2	84 6	122 69	117 81	73 93	72 24	20 89	19 10	15 8	15 7
SIZE												
Under 150 Rooms	63 1	62 5	62 4	61 3	$ 50 24	$ 48 38	$ 33 62	$ 32 60	$ 15 51	$ 14 48	29 8	29 2
150 - 299 Rooms	63 7	62 6	57 7	56 0	61 68	59 94	42 31	41 63	15 63	15 07	21 7	21 7
300 - 600 Rooms	67 2	66 4	60 9	61 0	76 26	73 59	52 12	50 30	16 05	15 62	19 4	19 6
Over 600 Rooms	73 8	73 5	73 3	72 2	99 77	95 65	62 45	59 82	23 69	22 10	21 4	21 0
TYPE												
Hotel	66 6	64 3	54 4	54 1	92 80	90 73	67 15	66 03	16 76	15 78	18 1	17 8
Motor Hotel	59 2	59 2	57 5	56 9	55 11	52 89	37 46	35 83	12 89	12 45	20 9	21 0
Economy	60 1	57 2	*	*	36 46	37 51	*	*	*	*	*	*
All Suites	67 3	67 9	*	*	72 12	69 02	*	*	*	*	*	*

* Insufficient Response

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF NOVEMBER 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 43.74	$ 42.65	$ 12.36	$ 11.92	0.31	0.31	0.21	0.21	48.6	48.4	$ 8.29	$ 8.01	1.1
CENSUS REGION													
Northeast	$ 49.99	$ 47.88	$ 16.10	$ 15.66	0.28	0.28	0.20	0.20	54.3	52.8	$ 11.84	$ 11.24	-1.7
North Central	42.93	41.91	9.79	9.40	0.32	0.33	0.23	0.24	43.0	43.2	5.55	5.37	-1.1
South	39.49	38.82	11.86	11.38	0.32	0.32	0.21	0.21	45.8	46.3	7.52	7.33	1.6
West	48.55	47.17	11.42	10.93	0.31	0.33	0.23	0.23	52.1	52.1	7.19	6.94	4.2
CENSUS DIVISION													
New England	$ 48.50	$ 45.85	$ 11.88	$ 11.52	0.33	0.34	0.23	0.24	53.8	52.8	$ 8.95	$ 8.87	-1.6
Middle Atlantic	50.17	48.12	16.67	16.21	0.28	0.28	0.20	0.19	54.3	52.8	12.22	11.54	-1.7
South Atlantic	43.45	43.14	12.68	12.13	0.31	0.32	0.21	0.21	45.7	46.0	7.96	7.69	0.8
East North Central	40.80	40.21	9.46	9.03	0.33	0.34	0.24	0.24	43.0	43.2	5.51	5.29	-3.6
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	47.40	45.50	10.34	10.06	0.31	0.31	0.21	0.22	42.9	43.3	5.61	5.53	3.4
West South Central	28.86	27.62	9.31	8.94	0.33	0.33	0.21	0.21	46.3	47.5	6.07	6.11	4.4
Mountain	30.09	32.74	8.88	9.07	0.33	0.33	0.25	0.24	48.3	45.7	5.42	5.23	-0.2
Pacific	50.97	49.06	11.62	11.09	0.31	0.33	0.23	0.23	53.1	54.1	7.72	7.48	4.6
AFFILIATION													
Chain	$ 44.18	$ 44.24	$ 13.25	$ 12.86	0.31	0.31	0.22	0.22	41.2	40.8	$ 7.48	$ 7.24	0.1
Independent	92.53	89.49	12.07	11.01	0.35	0.36	0.27	0.27	37.1	35.2	2.54	2.24	-2.8
LOCATION													
Center City	$ 55.13	$ 59.07	$ 15.16	$ 14.53	0.30	0.32	0.24	0.26	47.5	45.7	$ 11.35	$ 10.54	-5.2
Suburban	24.16	23.94	6.92	6.66	0.34	0.34	0.22	0.21	57.8	56.3	4.33	4.24	6.1
Airport	20.32	18.82	7.29	6.82	0.35	0.35	0.21	0.23	51.6	53.3	*	*	1.3
Highway	25.67	24.52	7.45	7.17	0.33	0.35	0.23	0.22	37.8	39.2	*	*	-0.3
Resort	102.57	97.91	14.95	13.99	0.33	0.32	0.23	0.23	31.9	31.9	6.13	5.76	-1.5
SIZE													
Under 150 Rooms	$ 47.12	$ 45.27	$ 9.29	$ 8.65	0.36	0.37	0.26	0.27	44.4	43.4	$ 5.23	$ 4.77	-4.0
150 - 299 Rooms	37.64	36.68	10.06	9.65	0.33	0.34	0.23	0.24	46.7	46.7	6.52	6.26	0.9
300 - 600 Rooms	44.22	43.37	12.42	12.06	0.31	0.32	0.22	0.22	46.6	46.8	7.72	7.66	2.7
Over 600 Rooms	47.87	46.48	15.19	14.70	0.28	0.28	0.19	0.19	52.0	51.4	11.04	10.56	0.6
TYPE													
Hotel	$ 70.05	$ 70.32	$ 16.10	$ 15.33	0.32	0.32	0.23	0.23	40.9	40.1	$ 8.46	$ 8.02	-0.8
Motor Hotel	27.07	25.67	5.75	5.36	0.36	0.36	0.22	0.22	39.9	41.1	2.58	2.48	-2.1
Economy	43.24	42.13	12.33	11.90	0.30	0.31	0.21	0.21	49.1	48.9	8.40	8.13	1.2
All Suites	*	*	*	*	*	*	*	*	*	*	*	*	*

* Insufficient Response

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF NOVEMBER 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 44.85	$ 43.75	$ 12.54	$ 12.12	0.31	0.31	0.21	0.21	48.2	47.9	$ 8.34	$ 8.07	1.3
CENSUS REGION													
Northeast	$ 51.34	$ 49.34	$ 16.31	$ 15.93	0.28	0.28	0.20	0.20	53.3	51.4	$ 11.72	$ 11.10	-1.1
North Central	44.30	43.27	9.87	9.52	0.33	0.33	0.23	0.23	42.4	42.6	5.55	5.40	-0.4
South	40.25	39.52	11.97	11.50	0.32	0.32	0.21	0.21	45.7	46.2	7.58	7.41	1.9
West	50.02	48.51	11.65	11.17	0.32	0.33	0.23	0.23	51.2	51.3	7.49	7.25	4.1
CENSUS DIVISION													
New England	$ 51.83	$ 48.63	$ 12.34	$ 11.95	0.33	0.34	0.23	0.24	52.5	51.1	$ 9.08	$ 8.94	-1.5
Middle Atlantic	51.29	49.42	16.86	16.47	0.28	0.28	0.20	0.19	53.4	51.5	12.07	11.38	-1.0
South Atlantic	44.14	43.78	12.78	12.23	0.31	0.32	0.21	0.21	45.7	46.0	8.02	7.77	1.0
East North Central	41.61	41.11	9.45	9.11	0.33	0.34	0.24	0.24	42.9	43.0	5.53	5.35	-2.7
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	49.77	47.71	10.53	10.22	0.31	0.32	0.22	0.22	41.6	42.1	5.58	5.48	3.4
West South Central	29.87	28.54	9.45	9.16	0.33	0.33	0.21	0.21	45.9	47.3	6.13	6.19	5.0
Mountain	36.87	39.05	10.88	11.10	0.34	0.34	0.23	0.23	47.3	46.5	7.00	6.99	-0.1
Pacific	52.00	49.96	11.73	11.18	0.32	0.33	0.23	0.23	52.8	53.5	7.67	7.35	4.5
AFFILIATION													
Chain	$ 45.64	$ 45.48	$ 13.49	$ 13.01	0.32	0.31	0.22	0.22	41.2	41.1	$ 7.67	$ 7.45	0.4
Independent	94.02	90.78	12.30	11.29	0.36	0.36	0.27	0.27	*	*	*	*	-3.0
LOCATION													
Center City	$ 58.45	$ 61.31	$ 15.62	$ 14.74	*	*	*	*	*	*	$ *	$ *	-5.0
Suburban	25.28	25.17	*	*	0.34	0.34	0.22	0.21	56.7	55.7	*	*	6.1
Airport	20.46	18.85	*	*	*	*	*	*	*	*	*	*	*
Highway	26.18	25.20	*	*	*	*	*	*	*	*	*	*	*
Resort	102.51	97.57	15.12	14.19	0.33	0.32	0.23	0.23	32.7	32.9	6.41	6.07	-1.3
SIZE													
Under 150 Rooms	$ 48.22	$ 46.23	$ 9.44	$ 8.75	0.36	0.37	0.26	0.27	43.9	43.2	$ 5.27	$ 4.83	-3.9
150 - 299 Rooms	38.48	37.51	10.11	9.73	0.33	0.34	0.23	0.24	46.4	46.4	6.51	6.28	1.4
300 - 600 Rooms	45.56	44.60	12.57	12.23	0.31	0.32	0.22	0.22	46.0	46.3	7.76	7.72	3.0
Over 600 Rooms	48.95	47.66	15.49	15.04	0.28	0.28	0.19	0.19	51.6	50.6	11.16	10.63	0.6
TYPE													
Hotel	71.90	71.75	16.21	15.40	0.32	0.32	0.23	0.23	40.7	40.4	8.55	8.16	-0.6
Motor Hotel	27.85	26.47	5.82	5.42	0.36	0.36	0.23	0.23	39.6	40.8	2.62	2.51	-1.9
Economy	$ 44.35	$ 43.23	$ 12.50	$ 12.10	0.31	0.31	0.21	0.21	48.6	48.3	$ 8.44	$ 8.16	1.5
All Suites	*	*	*	*	*	*	*	*	*	*	*	*	*

* Insufficient Response

TWELVE-MONTH VARIATION REPORT - AS OF NOVEMBER 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.7	6.0	4.0	4.9	1.3	9.9	3.3	3.6	2.5	8.5	4.7	5.2	2.9
CENSUS REGION													
Northeast	2.3	2.2	1.4	2.3	-1.2	7.5	5.6	5.4	4.1	10.7	9.0	8.6	7.8
North Central	1.4	1.1	1.9	3.2	-1.8	3.3	3.4	3.1	2.4	4.8	3.5	4.6	1.0
South	7.9	8.2	5.3	6.1	3.0	14.8	4.2	4.5	1.8	11.1	2.6	3.6	0.8
West	7.3	8.1	6.0	7.0	3.0	-3.2	0.8	1.5	3.1	-10.2	1.6	4.6	-0.6
CENSUS DIVISION													
New England	-0.4	-1.0	0.4	1.9	-3.3	9.4	4.4	3.7	6.6	17.0	6.1	7.1	9.3
Middle Atlantic	2.8	2.8	1.5	2.4	-1.0	7.3	5.6	5.6	3.8	10.1	9.3	8.7	7.6
South Atlantic	8.8	9.4	5.1	5.8	3.4	15.8	4.4	5.0	0.8	11.2	2.5	3.4	0.1
East North Central	1.4	1.6	0.4	1.5	-2.6	3.3	3.7	4.0	1.2	4.8	3.4	5.6	-0.5
East South Central	-6.9	-9.5	*	*	*	*	1.6	-1.3	*	*	*	*	*
West North Central	1.6	0.1	4.5	6.1	-0.3	3.2	3.0	1.5	4.3	4.6	3.7	2.3	3.6
West South Central	5.3	5.0	5.7	7.3	1.5	9.6	3.2	2.9	4.7	8.3	2.1	3.9	2.2
Mountain	-0.8	1.1	-4.2	-2.6	-8.4	-16.0	-2.5	-0.6	-5.6	-18.6	1.6	0.7	-3.0
Pacific	9.4	10.1	7.3	8.1	4.5	15.7	0.9	1.6	4.1	5.6	1.9	5.6	0.2
AFFILIATION													
Chain	6.4	6.7	4.1	5.0	1.6	15.3	3.1	3.4	0.4	11.1	3.0	5.2	0.3
Independent	3.5	2.4	5.4	5.3	5.6	4.8	3.0	1.9	3.6	4.5	11.8	7.3	*
LOCATION													
Center City	3.0	5.0	-1.7	0.2	-5.6	16.7	0.6	2.5	-4.7	11.1	-0.4	6.3	*
Suburban	8.9	8.9	6.6	8.0	1.4	20.1	3.5	3.5	0.4	13.5	5.3	1.6	4.1
Airport	8.1	6.8	14.1	14.4	13.3	9.3	3.3	2.0	8.5	4.7	5.7	8.3	*
Highway	5.7	4.7	8.9	11.7	*	8.8	3.9	2.9	3.9	2.1	-1.4	-3.5	*
Resort	4.7	4.0	5.1	4.7	6.1	9.8	4.8	4.1	5.1	10.9	7.6	9.4	5.3
SIZE													
Under 150 Rooms	5.5	5.9	3.3	4.0	1.1	8.4	3.5	3.8	4.3	10.1	7.4	7.1	7.8
150 - 299 Rooms	6.3	6.5	4.9	5.8	2.2	9.5	2.7	2.9	2.6	6.4	2.4	3.7	2.1
300 - 600 Rooms	6.0	6.1	4.8	5.8	1.9	10.8	3.5	3.6	2.2	8.5	2.2	2.8	-
Over 600 Rooms	5.1	5.6	2.7	3.6	0.1	9.6	3.8	4.3	2.7	9.5	7.2	7.2	5.3
TYPE													
Hotel	5.8	6.0	4.1	4.5	3.2	14.7	2.1	2.3	0.2	11.0	3.6	6.2	-0.3
Motor Hotel	5.1	4.7	6.7	8.3	2.4	2.6	4.6	4.2	5.2	0.3	4.8	3.5	5.2
Economy	3.0	1.6	*	*	*	*	-1.5	-2.8	*	*	*	*	*
All Suites	5.7	6.6	*	*	*	*	3.6	4.5	*	*	*	*	*

* Insufficient Response

TWELVE MONTH TREND REPORT - AS OF NOVEMBER 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	NOV	% CHG	NOV	% CHG	NOV	% CHG	NOV	% CHG
TOTAL	5.7	6.0	4.0	9.9	66.7	1.1	64.2	1.4	$ 72.63	3.6	$102.66	3.3
CENSUS REGION												
Northeast	2.3	2.2	1.4	7.5	70.7	-2.8	47.0	2.2	$113.94	5.4	$164.17	5.6
North Central	1.4	1.1	1.9	3.3	60.6	-1.5	40.5	1.5	55.99	3.1	86.20	3.4
South	7.9	8.2	5.3	14.8	67.8	3.4	79.9	-0.2	64.66	4.5	90.39	4.2
West	7.3	8.1	6.0	-3.2	64.0	0.3	59.2	2.4	67.40	1.5	91.79	0.8
CENSUS DIVISION												
New England	-0.4	-1.0	0.4	9.4	60.2	-5.3	39.7	5.6	$ 80.72	3.7	$105.64	4.4
Middle Atlantic	2.8	2.8	1.5	7.3	74.0	-2.0	48.0	1.9	122.50	5.6	179.25	5.6
South Atlantic	8.8	9.4	5.1	15.8	70.9	3.4	91.1	-0.2	68.09	5.0	97.56	4.4
East North Central	1.4	1.6	0.4	3.3	61.1	-1.9	38.2	1.9	57.02	4.0	87.50	3.7
East South Central	-6.9	-9.5	*	*	44.0	-8.3	*	*	43.58	-1.3	61.28	1.6
West North Central	1.6	0.1	4.5	3.2	59.7	-0.8	45.3	0.7	54.15	1.5	83.87	3.0
West South Central	5.3	5.0	5.7	9.6	61.5	3.2	50.2	-2.1	56.55	2.9	73.27	3.2
Mountain	-0.8	1.1	-4.2	-16.0	57.1	2.5	42.9	4.1	51.20	-0.6	62.88	-2.5
Pacific	9.4	10.1	7.3	15.7	67.1	-1.0	61.0	2.2	73.54	1.6	102.76	0.9
AFFILIATION												
Chain	6.4	6.7	4.1	15.3	66.2	3.0	49.9	-0.2	69.78	3.4	102.71	3.1
Independent	3.5	2.4	5.4	4.8	55.4	0.2	87.6	1.0	105.81	1.9	171.97	3.0
LOCATION												
Center City	3.0	5.0	-1.7	16.7	62.4	2.5	43.2	-9.2	67.53	2.5	118.94	0.6
Suburban	8.9	8.9	6.6	20.1	67.4	3.9	43.9	5.0	64.89	3.5	82.35	3.5
Airport	8.1	6.8	14.1	9.3	70.7	4.0	34.0	-1.2	50.42	2.0	63.58	3.3
Highway	5.7	4.7	8.9	8.8	58.4	2.1	61.3	-4.8	45.72	2.9	59.33	3.9
Resort	4.7	4.0	5.1	9.8	60.8	0.3	87.2	3.1	122.69	4.1	203.78	4.8
SIZE												
Under 150 Rooms	5.5	5.9	3.3	8.4	63.1	1.0	62.4	1.8	$ 50.24	3.8	$ 61.08	3.5
150 - 299 Rooms	6.3	6.5	4.9	9.5	63.7	1.8	57.7	3.0	61.68	2.9	85.34	2.7
300 - 600 Rooms	6.0	6.1	4.8	10.8	67.2	1.2	60.9	-0.2	76.26	3.6	111.15	3.5
Over 600 Rooms	5.1	5.6	2.7	9.6	73.8	0.4	73.3	1.5	99.77	4.3	146.96	3.8
TYPE												
Hotel	5.8	6.0	4.1	14.7	66.6	3.6	54.4	0.6	92.80	2.3	147.31	2.1
Motor Hotel	5.1	4.7	6.7	2.6	59.2	-	57.5	1.1	55.11	4.2	78.37	4.6
Economy	3.0	1.6	*	*	60.1	5.1	*	*	36.46	-2.8	42.42	-1.5
All Suites	5.7	6.6	*	*	67.3	-0.9	*	*	72.12	4.5	79.72	3.6

* Insufficient Response

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Laventhol & Horwath
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NATIONAL TREND OF BUSINESS
Lodging Industry

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DECEMBER 1989 COMPARED WITH DECEMBER 1988

YEAR END REVIEW

The occupancy rate for the month of December rose 2.3 percent over last year, reaching 54.0 percent. The year-to-date occupancy rate for 1989 ended at 67.3 percent, a 1.4 percent increase from last year. The total average daily room rate for the month of December increased 4.5 percent to reach a rate of $77.24, compared to the $73.91 posted last year. This was consistent with the total year trends which showed the average room rate rising 3.6 percent, reaching an average rate of $73.13. This 3.6 percent increase was below the increase in inflation.

Regionally, hotels in the southern U.S. experienced the largest growth in occupancies, showing a 3.5 percent increase for the year. The Northeast region ended 1989 with the highest occupancy percent of 71.1, yet this was 2.9 percent below last year's rate. Properties located in resort locations experienced both the greatest occupancy and greatest growth by posting percentages of 71.3 and 2.9, respectively. All Suite properties experienced the highest occupancy rate, 71.1, while Motor Hotel properties showed the largest increase in occupancy, 1.4 percent.

The average room rate was in the $55-65 range for most regions. The Northeast region was the exception with a rate of $114.67, 5.4 percent above last year. Center City properties led the way with room rates averaging $94.61, an increase of 4.1 percent over last year. Hotels displayed the highest rates, while All Suite properties showed the greatest rate percent change.

Food and beverage operations experienced a good year as the number of covers increased 1.1 percent over 1988. Food and beverage per occupied room and average receipt per cover both increased, while both food cost percentage of food sales and beverage cost percentage of beverage sales remained the same. Overall, total food and beverage sales increased 2.7 percent over last year with the Western U.S. showing the largest increase, 8.3 percent.

According to Laventhol & Horwath's quarterly publication, *Hotel Industry Focus*, 1989 total industry receipts reached $55,486,300, a 5.7 percent increase over 1988. The explosive growth in room supply during the 1980's finally began to slow as the decade ended. Room supply increased 2.6 percent during 1989, reaching a total of over 2.8 million rooms in the United States.

Looking ahead to 1990, we forecast a continual slow down in new construction enabling occupancies to rise slowly. However, it will still be difficult to raise rates significantly, and we expect room rate increases will again trail inflation. During the 1990's, we forecast that the slow down in construction will help the hotel industry to become profitable again.

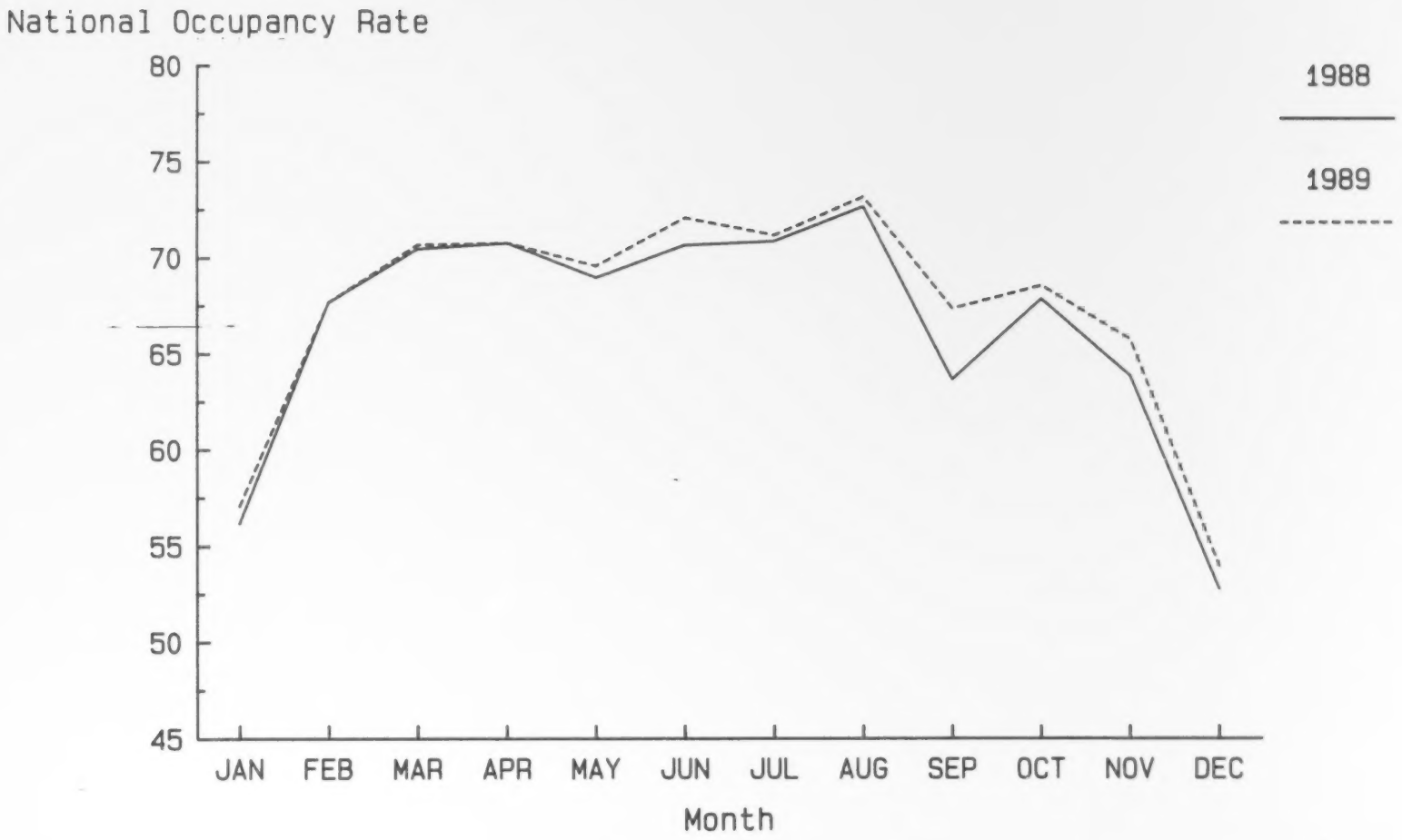
SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	70.9%	1.0%
AFFILIATION:		
Chain	71.2	2.0
Independent	69.9	18.5
CENSUS REGION:		
Northeast	77.2	3.3
North Central	64.7	2.5
South	71.3	0.8
West	66.1	-5.3
CENSUS DIVISION:		
New England	66.5	7.4
Middle Atlantic	77.5	2.4
South Atlantic	74.1	0.8
East North Central	62.6	3.1
East South Central	**	**
West North Central	67.3	2.6
West South Central	65.4	-2.2
Mountain	**	**
Pacific	65.5	-4.9
LOCATION:		
Center City	71.5	19.8
Suburban	66.3	-7.1
Airport	66.3	-6.9
Highway	75.0	0.8
Resort	75.1	3.7
SIZE:		
Under 150 rooms	67.4	1.5
150 to 299 rooms	66.4	-1.3
300 to 600 rooms	72.1	0.7
Over 600 rooms	76.4	2.8
TYPE:		
Hotel	71.8	7.6
Motor Hotel	69.0	1.6
Economy	67.6	-8.9

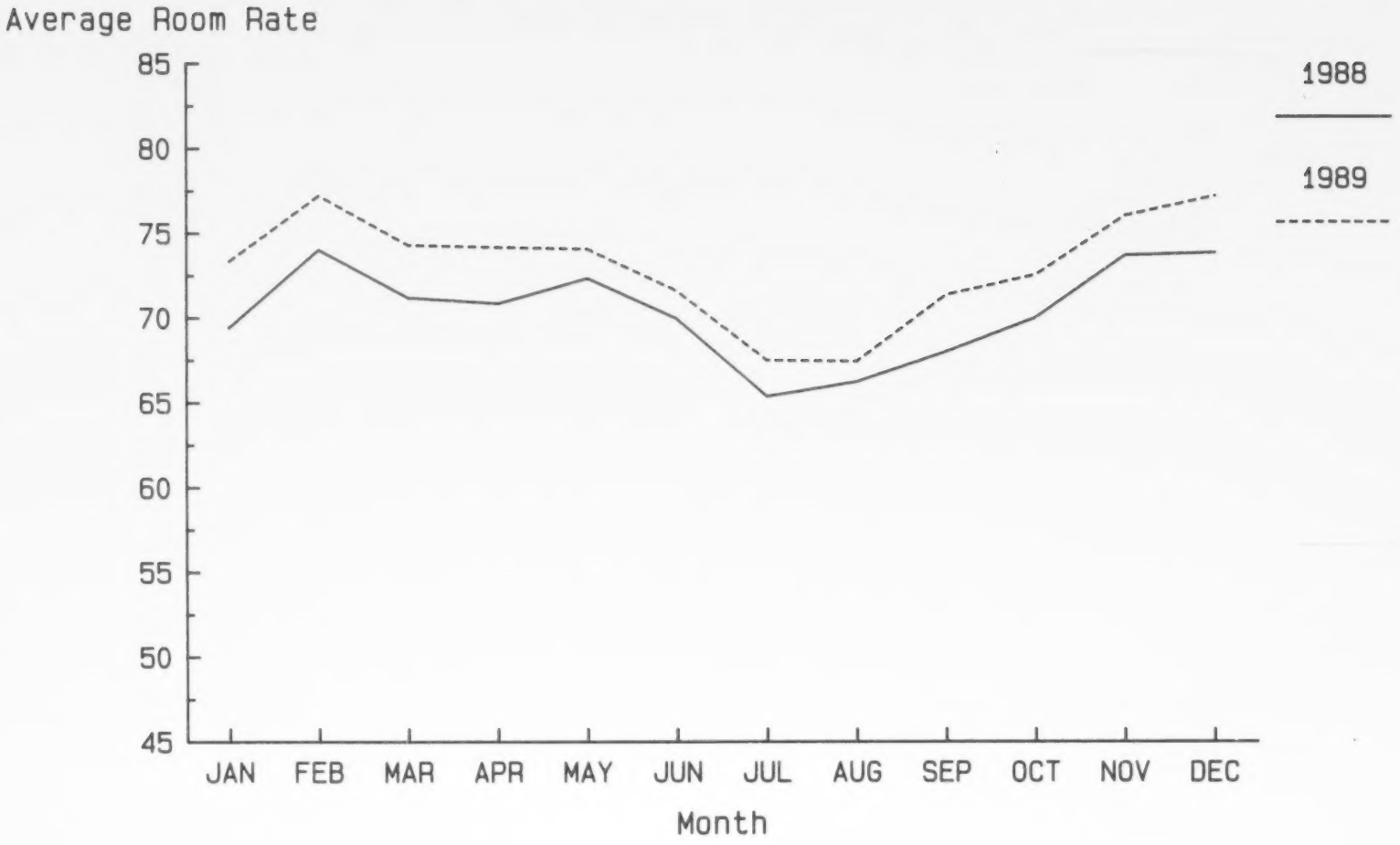
* From Previous Month
** Insufficient Response

Mark Lomanno, Director
Research Division

NATIONAL OCCUPANCY RATE
JANUARY 1988 - DECEMBER 1988
JANUARY 1989 - DECEMBER 1989



NATIONAL AVERAGE ROOM RATE
JANUARY 1988 - DECEMBER 1988
JANUARY 1989 - DECEMBER 1989



ROOMS REPORT - DECEMBER 1989 COMPARED WITH DECEMBER 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	54.0	52.8	64.5	62.8	$ 77.24	$ 73.91	$ 54.78	$ 52.63	$ 22.62	$ 22.17	24.0	24.9
CENSUS REGION:												
Northeast	64.1	64.6	53.7	51.0	$127.31	$119.48	$ 87.39	$ 82.75	$ 31.70	$ 29.93	24.1	24.2
North Central	45.7	47.7	41.7	39.4	54.38	53.28	37.98	38.09	16.65	16.36	31.4	31.2
South	53.9	51.3	75.4	76.2	66.06	62.29	45.39	42.42	17.99	17.99	22.0	23.7
West	50.3	50.0	65.7	61.5	72.78	71.04	45.99	46.32	20.98	21.56	31.3	35.4
CENSUS DIVISION:												
New England	47.0	45.5	34.8	30.0	$ 68.22	$ 65.11	$ 55.84	$ 53.73	$ 22.58	$ 19.16	32.4	29.4
Middle Atlantic	67.1	68.0	54.6	52.2	134.56	125.99	88.80	84.07	32.38	30.78	23.7	24.0
South Atlantic	56.6	54.7	83.7	83.2	70.47	66.96	45.86	44.01	19.01	19.09	22.0	23.4
East North Central	44.9	47.0	39.8	39.1	55.80	54.99	39.93	39.31	17.84	16.92	32.2	31.2
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	46.7	48.7	45.2	40.0	52.46	50.96	34.45	35.71	13.98	14.99	29.5	31.5
West South Central	48.8	45.2	54.1	58.4	56.23	51.76	43.95	37.62	15.53	15.41	22.1	24.7
Pacific	50.3	50.0	65.7	61.5	72.78	71.04	45.99	46.32	20.98	21.56	31.3	35.4
AFFILIATION:												
Chain	54.2	53.5	62.4	59.9	$ 73.98	$ 70.90	$ 54.09	$ 52.23	$ 21.82	$ 21.25	23.7	24.4
Independent	53.1	49.9	74.9	78.0	92.41	88.32	57.89	54.51	27.57	28.31	25.7	27.9
LOCATION:												
Center City	55.1	54.8	56.5	57.6	$101.94	$ 96.89	$ 69.95	$ 65.14	$ 28.13	$ 27.45	24.6	25.5
Suburban	48.5	47.8	48.5	43.5	59.23	57.73	41.31	41.51	17.28	16.86	26.7	27.3
Airport	56.9	53.6	39.1	40.2	54.39	52.52	42.35	41.26	14.54	14.56	24.6	26.0
Highway	52.7	52.5	90.7	83.9	45.86	43.24	28.52	28.17	16.62	14.02	30.5	27.5
Resort	56.1	53.8	98.4	96.6	93.15	86.56	55.08	52.52	19.99	19.94	18.3	19.9
SIZE:												
Under 150 Rooms	50.2	48.4	67.2	64.4	$ 49.63	$ 48.57	$ 31.06	$ 30.68	$ 23.14	$ 19.16	30.4	42.9
150 - 299 Rooms	49.8	49.8	56.9	53.7	64.76	62.07	45.24	44.22	20.98	20.87	26.6	27.8
300 - 600 Rooms	54.1	51.3	56.4	60.2	75.64	73.18	54.51	51.18	20.32	19.48	23.9	24.1
Over 600 Rooms	61.7	61.3	75.5	70.5	107.38	100.43	66.28	63.68	25.04	25.14	21.6	23.2
TYPE:												
Hotel	55.5	54.2	62.5	61.5	$ 93.79	$ 89.61	$ 63.31	$ 60.44	$ 24.19	$ 23.94	23.2	24.4
Motor Hotel	51.6	49.8	69.6	66.4	45.45	43.91	29.99	29.60	13.43	13.08	24.9	25.3
Economy	50.4	51.9	69.6	64.5	40.18	38.53	24.84	24.48	21.77	17.66	61.5	54.3
All Suites	53.4	57.2	76.0	72.1	94.65	85.11	50.30	47.92	25.26	23.16	26.5	25.9

* Insufficient Response

YEAR TO DATE ROOMS REPORT - AS OF DECEMBER 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	67.3	66.4	64.2	63.3	$ 73.13	$ 70.58	$ 51.26	$ 49.57	$ 18.69	$ 17.81	21.3	21.2
CENSUS REGION:												
Northeast	71.1	73.2	47.2	46.2	$114.67	$108.80	$ 81.43	$ 77.50	$ 26.65	$ 24.64	22.4	21.8
North Central	60.9	62.2	40.8	39.8	56.28	54.58	40.50	39.66	13.46	12.91	23.8	23.6
South	68.3	66.0	79.7	79.9	65.09	62.14	42.42	40.48	15.72	15.17	19.5	19.7
West	64.8	64.4	59.2	57.8	68.11	67.15	48.44	47.76	15.38	14.77	24.1	24.1
CENSUS DIVISION:												
New England	61.3	64.4	39.9	37.6	$ 80.11	$ 77.35	$ 60.03	$ 58.08	$ 18.99	$ 17.80	22.3	21.9
Middle Atlantic	74.1	75.9	48.1	47.4	123.41	116.83	84.15	79.98	28.05	25.90	22.4	21.8
South Atlantic	71.6	69.2	90.7	90.9	68.58	65.22	42.17	40.10	16.64	16.12	19.6	20.0
East North Central	61.5	62.9	38.6	37.9	57.41	55.25	42.32	41.11	13.68	12.98	23.4	23.0
East South Central	43.6	47.4	*	*	44.38	45.35	*	*	*	*	*	*
West North Central	60.0	60.9	45.3	44.0	54.28	53.36	36.78	36.66	12.97	12.73	24.9	24.8
West South Central	61.7	59.7	50.3	51.8	56.89	55.04	43.35	41.76	13.09	12.56	19.0	18.8
Mountain	58.7	57.0	39.7	36.1	51.08	51.54	35.75	37.52	12.48	12.08	25.1	24.3
Pacific	67.3	67.7	60.9	59.7	74.13	73.01	49.38	48.49	16.26	15.63	23.8	24.0
AFFILIATION:												
Chain	67.5	66.8	61.9	60.4	$ 70.80	$ 68.29	$ 50.56	$ 49.03	$ 18.14	$ 17.24	21.2	21.0
Independent	66.2	64.5	74.7	77.3	84.78	82.23	54.28	51.89	22.08	21.50	21.6	21.8
LOCATION:												
Center City	66.7	67.0	52.3	52.3	$ 94.61	$ 90.89	$ 67.64	$ 64.51	$ 23.32	$ 21.94	21.9	21.6
Suburban	63.9	62.6	51.6	49.6	59.29	57.74	40.88	40.18	14.05	13.51	22.0	22.0
Airport	68.3	67.4	38.5	39.6	57.17	55.59	45.96	44.79	13.27	12.90	21.4	21.5
Highway	67.2	66.3	92.5	89.1	47.12	45.58	27.24	26.69	12.27	11.26	22.9	21.8
Resort	71.3	69.3	100.3	101.1	87.61	82.71	50.31	47.73	18.89	18.22	18.4	18.8
SIZE:												
Under 150 Rooms	63.8	63.1	62.6	61.5	$ 50.63	$ 48.80	$ 33.72	$ 32.75	$ 15.54	$ 14.36	29.8	28.8
150 - 299 Rooms	64.3	63.3	57.6	55.9	62.13	60.29	42.85	42.06	15.85	15.28	21.7	21.7
300 - 600 Rooms	67.8	66.6	60.6	61.0	76.54	73.85	52.46	50.48	16.14	15.72	19.4	19.6
Over 600 Rooms	74.0	73.7	73.8	72.2	100.22	96.05	62.62	60.10	23.60	22.17	21.3	21.0
TYPE:												
Hotel	67.6	66.8	57.4	57.0	$ 87.77	$ 84.65	$ 61.08	$ 58.78	$ 20.29	$ 19.39	20.9	20.8
Motor Hotel	66.2	65.3	72.0	70.0	46.97	45.46	29.79	29.39	11.81	10.90	22.1	21.1
Economy	66.3	65.9	84.1	84.9	38.57	36.94	21.90	21.11	13.66	12.89	39.7	39.4
All Suites	71.1	70.3	116.1	113.4	86.69	82.46	42.70	41.09	20.19	19.73	19.6	20.1

TREND REPORT DECEMBER 1989 COMPARED WITH DECEMBER 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	DEC	% CHG	DEC	% CHG	DEC	% CHG	DEC	% CHG
TOTAL	5.1	6.5	2.7	2.0	54.0	2.3	64.5	2.7	$ 77.24	4.5	$119.29	3.1
CENSUS REGION:												
Northeast	0.6	1.3	-1.1	2.5	64.1	-0.8	53.7	5.3	$127.31	6.6	$202.19	5.8
North Central	-1.0	-2.7	2.2	-8.7	45.7	-4.2	41.7	5.8	54.38	2.1	102.84	3.8
South	8.3	10.5	3.5	3.7	53.9	5.1	75.4	-1.0	66.06	6.1	95.99	3.9
West	8.7	9.0	8.3	0.3	50.3	0.6	65.7	6.8	72.78	2.4	117.18	2.1
CENSUS DIVISION:												
New England	-3.5	1.8	-13.0	-8.9	47.0	3.3	34.8	16.0	$ 68.22	4.8	$104.55	-0.7
Middle Atlantic	0.8	1.2	-0.4	3.4	67.1	-1.3	54.6	4.6	134.56	6.8	214.18	6.4
South Atlantic	7.2	9.5	2.3	3.3	56.6	3.5	83.7	0.6	70.47	5.2	103.71	3.0
East North Central	-1.1	-3.6	3.1	-10.2	44.9	-4.5	39.8	1.8	55.80	1.5	115.26	4.1
East South Central	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	-0.8	-1.5	0.2	-1.0	46.7	-4.1	45.2	13.0	52.46	2.9	86.04	3.6
West South Central	11.8	13.7	7.8	5.0	48.8	8.0	54.1	-7.4	56.23	8.6	78.80	6.8
Pacific	8.7	9.0	8.3	0.3	50.3	0.6	65.7	6.8	72.78	2.4	117.18	2.1
AFFILIATION:												
Chain	4.3	5.8	2.0	-0.4	54.2	1.3	62.4	4.2	$ 73.98	4.3	$112.36	2.9
Independent	7.6	9.0	4.9	9.7	53.1	6.4	74.9	-4.0	92.41	4.6	151.54	3.3
LOCATION:												
Center City	1.6	3.2	-0.9	-0.5	55.1	0.5	56.5	-1.9	$101.94	5.2	$161.99	3.7
Suburban	5.8	6.0	4.7	12.2	48.5	1.5	48.5	11.5	59.23	2.6	92.27	2.4
Airport	9.9	11.1	7.5	6.8	56.9	6.2	39.1	-2.7	54.39	3.6	78.17	2.5
Highway	6.8	9.4	0.3	-4.9	52.7	0.4	90.7	8.1	45.86	6.1	60.92	3.6
Resort	8.9	10.0	7.6	3.4	56.1	4.3	98.4	1.9	93.15	7.6	147.76	6.5
SIZE:												
Under 150 Rooms	3.3	4.0	0.8	-1.9	50.2	3.7	67.2	4.3	$ 49.63	2.2	$ 62.10	1.5
150 - 299 Rooms	3.7	5.5	0.8	-0.1	49.8	-	56.9	6.0	64.76	4.3	99.35	2.6
300 - 600 Rooms	9.3	9.4	9.2	8.6	54.1	5.5	56.4	-6.3	75.64	3.4	127.26	3.3
Over 600 Rooms	3.0	5.6	-1.7	-1.6	61.7	0.7	75.5	7.1	107.38	6.9	164.15	4.3
TYPE:												
Hotel	5.0	6.6	2.8	2.0	55.5	2.4	62.5	1.6	$ 93.79	4.7	$134.02	3.1
Motor Hotel	5.1	6.5	0.5	-4.4	51.6	3.6	69.6	4.8	45.45	3.5	56.51	2.1
Economy	7.1	7.3	1.7	5.0	50.4	-2.9	69.6	7.9	40.18	4.3	42.95	4.1
All Suites	4.2	2.6	8.6	20.5	53.4	-6.6	76.0	5.4	94.65	11.2	118.38	13.0

* Insufficient Response
- No Change

YEAR TO DATE TREND REPORT - AS OF DECEMBER 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	DEC	% CHG	DEC	% CHG	DEC	% CHG	DEC	% CHG
TOTAL	5.6	5.9	3.8	11.2	67.3	1.4	64.2	1.4	$ 73.13	3.6	$103.14	3.4
CENSUS REGION:												
Northeast	1.8	1.7	1.1	6.7	71.1	-2.9	47.2	2.2	$114.67	5.4	$165.34	5.6
North Central	1.3	0.7	1.6	6.9	60.9	-2.1	40.8	2.5	56.28	3.1	86.79	3.7
South	7.9	8.3	5.0	15.2	68.3	3.5	79.7	-0.3	65.09	4.7	90.79	4.3
West	7.8	8.2	6.5	10.6	64.8	0.6	59.2	2.4	68.11	1.4	92.07	1.1
CENSUS DIVISION:												
New England	-0.7	-0.9	-0.7	2.3	61.3	-4.8	39.9	6.1	$ 80.11	3.6	$103.12	3.7
Middle Atlantic	2.2	2.1	1.3	7.1	74.1	-2.4	48.1	1.5	123.41	5.6	181.07	5.8
South Atlantic	8.7	9.4	4.9	16.3	71.6	3.5	90.7	-0.2	68.58	5.2	98.09	4.5
East North Central	1.3	1.1	0.6	7.8	61.5	-2.2	38.6	1.8	57.41	3.9	89.04	4.1
East South Central	-8.4	-10.1	*	*	43.6	-8.0	*	*	44.38	-2.1	59.50	-0.4
West North Central	1.1	-0.2	3.6	3.9	60.0	-1.5	45.3	3.0	54.28	1.7	82.77	3.0
West South Central	5.6	5.4	5.5	9.6	61.7	3.4	50.3	-2.9	56.89	3.4	73.49	3.5
Mountain	0.6	1.2	-4.9	-0.5	58.7	3.0	39.1	10.0	51.08	-0.9	58.10	-1.5
Pacific	9.4	10.1	7.4	15.2	67.3	-0.6	60.9	2.0	74.13	1.5	104.08	0.9
AFFILIATION:												
Chain	5.3	5.7	3.0	9.4	67.5	1.0	61.9	2.5	$ 70.80	3.7	$ 97.26	3.2
Independent	7.1	6.6	6.1	16.0	66.2	2.6	74.7	-3.4	84.78	3.1	132.60	3.5
LOCATION:												
Center City	3.2	3.3	2.1	7.6	66.7	-0.4	52.3	-	$ 94.61	4.1	$134.39	4.1
Suburban	5.8	6.2	3.3	13.8	63.9	2.1	51.6	4.0	59.29	2.7	80.09	2.3
Airport	6.2	7.8	0.7	9.7	68.3	1.3	38.5	-2.8	57.17	2.8	76.61	1.3
Highway	6.5	6.7	5.2	10.7	67.2	1.4	92.5	3.8	47.12	3.4	58.86	3.2
Resort	9.3	9.4	7.4	16.5	71.3	2.9	100.3	-0.8	87.61	5.9	136.00	5.8
SIZE:												
Under 150 Rooms	5.1	5.5	2.6	9.2	63.8	1.1	62.6	1.8	$ 50.63	3.8	$ 61.43	3.4
150 - 299 Rooms	6.0	6.4	4.4	8.4	64.3	1.6	57.6	3.0	62.13	3.1	85.88	2.7
300 - 600 Rooms	6.3	6.3	5.1	12.2	67.8	1.8	60.6	-0.7	76.54	3.6	111.66	3.6
Over 600 Rooms	4.9	5.2	2.4	12.3	74.0	0.4	73.8	2.2	100.22	4.3	146.63	4.0
TYPE:												
Hotel	5.5	5.6	3.8	11.6	67.6	1.2	57.4	0.7	$ 87.77	3.7	$130.28	3.5
Motor Hotel	5.3	5.6	3.4	5.4	66.2	1.4	72.0	2.9	46.97	3.3	57.18	3.0
Economy	9.6	9.5	11.2	13.1	66.3	0.6	84.1	-0.9	38.57	4.4	39.93	4.5
All Suites	8.1	8.4	4.0	13.5	71.1	1.1	116.1	2.4	86.69	5.1	111.04	4.8

* Insufficient Response
\- No Change

VARIATION REPORT - DECEMBER 1989 COMPARED WITH DECEMBER 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.1	6.5	2.7	3.9	-0.7	2.0	3.1	4.5	3.3	3.2	0.7	2.0	2.2
CENSUS REGION:													
Northeast	0.6	1.3	-1.1	-	-4.0	2.5	5.8	6.6	4.7	8.6	2.6	5.9	5.7
North Central	-1.0	-2.7	2.2	3.1	-0.2	-8.7	3.8	2.1	4.8	-5.4	3.7	1.8	5.1
South	8.3	10.5	3.5	4.6	0.7	3.7	3.9	6.1	1.3	1.7	0.1	-	0.9
West	8.7	9.0	8.3	10.5	2.3	0.3	2.1	2.4	7.5	-3.6	-6.2	-2.7	-8.0
CENSUS DIVISION:													
New England	-3.5	1.8	-13.0	-7.1	-22.8	-8.9	-0.7	4.8	-6.5	3.4	2.1	17.8	-13.8
Middle Atlantic	0.8	1.2	-0.4	0.3	-2.4	3.4	6.4	6.8	5.3	9.1	2.5	5.2	6.8
South Atlantic	7.2	9.5	2.3	2.9	0.7	3.3	3.0	5.2	-	1.2	-0.2	-0.4	1.1
East North Central	-1.1	-3.6	3.1	3.8	1.2	-10.2	4.1	1.5	7.0	-5.1	8.8	5.4	10.1
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	-0.8	-1.5	0.2	1.5	-3.1	-1.0	3.6	2.9	0.6	-1.6	-7.3	-6.7	-5.2
West South Central	11.8	13.7	7.8	10.8	0.5	5.0	6.8	8.6	5.8	3.2	0.6	0.8	0.4
Pacific	8.7	9.0	8.3	10.5	2.3	0.3	2.1	2.4	7.5	-3.6	-6.2	-2.7	-8.0
AFFILIATION:													
Chain	4.3	5.8	2.0	3.1	-1.2	-0.4	2.9	4.3	3.6	1.6	0.8	2.7	2.6
Independent	7.6	9.0	4.9	6.3	0.8	9.7	3.3	4.6	0.5	4.9	-1.1	-2.6	-1.2
LOCATION:													
Center City	1.6	3.2	-0.9	-	-3.4	-0.5	3.7	5.2	2.8	3.5	1.1	2.5	4.0
Suburban	5.8	6.0	4.7	7.2	-1.2	12.2	2.4	2.6	2.8	11.3	1.8	2.5	2.0
Airport	9.9	11.1	7.5	9.2	2.7	6.8	2.5	3.6	7.7	5.8	2.3	-0.1	-
Highway	6.8	9.4	0.3	3.2	-7.4	-4.9	3.6	6.1	-4.3	-6.5	16.2	18.5	8.3
Resort	8.9	10.0	7.6	8.3	5.7	3.4	6.5	7.6	5.2	1.1	-1.7	0.3	-0.1
SIZE:													
Under 150 Rooms	3.3	4.0	0.8	3.3	-5.5	-1.9	1.5	2.2	2.4	4.4	13.4	20.8	1.7
150 - 299 Rooms	3.7	5.5	0.8	1.6	-1.5	-0.1	2.6	4.3	0.5	0.7	0.5	0.5	-1.9
300 - 600 Rooms	9.3	9.4	9.2	11.0	4.5	8.6	3.3	3.4	6.2	7.0	2.0	4.3	0.8
Over 600 Rooms	3.0	5.6	-1.7	-0.7	-4.3	-1.6	4.3	6.9	2.5	1.1	-1.3	-0.4	5.1
TYPE:													
Hotel	5.0	6.6	2.8	3.9	-0.3	2.0	3.1	4.7	3.5	3.0	0.4	1.0	2.5
Motor Hotel	5.1	6.5	0.5	2.9	-5.3	-4.4	2.1	3.5	-0.3	-3.2	0.7	2.7	1.5
Economy	7.1	7.3	1.7	11.0	-16.8	5.0	4.1	4.3	9.5	5.5	22.8	23.3	*
All Suites	4.2	2.6	8.6	10.1	4.4	20.5	13.0	11.2	13.8	29.6	6.9	9.1	-1.4

* Insufficient Response
- No Change

YEAR TO DATE VARIATION REPORT - AS OF DECEMBER 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.6	5.9	3.8	4.7	1.1	11.2	3.4	3.6	2.5	10.2	4.1	4.9	2.6
CENSUS REGION:													
Northeast	1.8	1.7	1.1	2.0	-1.7	6.7	5.6	5.4	4.3	10.5	8.1	8.2	7.2
North Central	1.3	0.7	1.6	2.9	-2.1	6.9	3.7	3.1	2.6	8.8	3.5	4.3	1.2
South	7.9	8.3	5.0	5.7	2.8	15.2	4.3	4.7	1.7	11.5	2.4	3.6	0.8
West	7.8	8.2	6.5	7.6	3.0	10.6	1.1	1.4	3.3	2.3	0.4	4.1	-1.2
CENSUS DIVISION:													
New England	-0.7	-0.9	-0.7	1.4	-5.9	2.3	3.7	3.6	5.0	9.2	5.4	6.7	6.5
Middle Atlantic	2.2	2.1	1.3	2.1	-1.2	7.1	5.8	5.6	4.3	10.5	8.3	8.3	7.2
South Atlantic	8.7	9.4	4.9	5.4	3.3	16.3	4.5	5.2	0.6	11.8	2.2	3.2	-
East North Central	1.3	1.1	0.6	1.6	-2.5	7.8	4.1	3.9	1.9	9.9	3.9	5.4	0.4
East South Central	-8.4	-10.1	*	*	*	*	-0.4	-2.1	*	*	*	*	*
West North Central	1.1	-0.2	3.6	5.3	-1.4	3.9	3.0	1.7	3.9	5.5	2.7	1.9	2.7
West South Central	5.6	5.4	5.5	7.1	0.9	9.6	3.5	3.4	4.7	8.5	2.3	4.2	2.4
Mountain	0.6	1.2	-4.9	-2.6	-11.4	-0.5	-1.5	-0.9	-8.1	-5.3	0.4	3.3	-2.2
Pacific	9.4	10.1	7.4	8.4	4.3	15.2	0.9	1.5	4.1	5.6	0.2	4.0	-1.3
AFFILIATION:													
Chain	5.3	5.7	3.0	4.0	0.2	9.4	3.2	3.7	2.2	8.7	4.2	5.2	3.0
Independent	7.1	6.6	6.1	6.9	3.8	16.0	3.5	3.1	2.8	13.0	3.0	2.7	0.2
LOCATION:													
Center City	3.2	3.3	2.1	3.1	-0.8	7.6	4.1	4.1	3.6	9.1	5.5	6.3	4.7
Suburban	5.8	6.2	3.3	4.6	-0.4	13.8	2.3	2.7	0.2	12.2	2.7	4.0	0.6
Airport	6.2	7.8	0.7	2.1	-3.3	9.7	1.3	2.8	0.5	7.5	2.9	2.9	2.3
Highway	6.5	6.7	5.2	7.0	0.3	10.7	3.2	3.4	-0.6	5.0	4.9	9.0	-3.1
Resort	9.3	9.4	7.4	7.8	6.4	16.5	5.8	5.9	3.5	12.8	3.7	3.7	1.3
SIZE:													
Under 150 Rooms	5.1	5.5	2.6	3.4	0.1	9.2	3.4	3.8	3.9	11.4	8.1	8.2	8.1
150 - 299 Rooms	6.0	6.4	4.4	5.3	1.6	8.4	2.7	3.1	2.4	5.8	2.4	3.7	1.8
300 - 600 Rooms	6.3	6.3	5.1	6.2	2.1	12.2	3.6	3.6	2.3	10.1	1.9	2.7	-0.2
Over 600 Rooms	4.9	5.2	2.4	3.2	-0.1	12.3	4.0	4.3	2.8	12.5	6.0	6.5	4.8
TYPE:													
Hotel	5.5	5.6	3.8	4.6	1.4	11.6	3.5	3.7	2.7	10.9	4.2	4.6	2.7
Motor Hotel	5.3	5.6	3.4	5.3	-1.7	5.4	3.0	3.3	2.0	3.9	5.0	8.3	3.5
Economy	9.6	9.5	11.2	12.4	7.2	13.1	4.5	4.4	4.5	11.6	6.1	6.0	*
All Suites	8.1	8.4	4.0	5.0	1.2	13.5	4.8	5.1	1.4	10.1	2.1	2.3	0.2

* Insufficient Response
\- No Change

FOOD AND BEVERAGE REPORT - DECEMBER 1989 COMPARED WITH DECEMBER 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 65.99	$ 63.87	$ 14.79	$ 14.33	0.30	0.30	0.21	0.21	45.9	46.3	$ 9.51	$ 9.54	1.1
ENSUS REGION:													
Northeast	$ 79.51	$ 75.96	$ 19.75	$ 19.49	0.27	0.27	0.20	0.20	46.8	46.4	$ 12.61	$ 12.90	-0.1
North Central	72.67	69.33	11.86	11.43	0.35	0.33	0.23	0.28	41.3	40.7	6.45	6.12	-1.2
South	52.50	51.81	13.28	12.89	0.32	0.33	0.22	0.21	46.5	47.0	8.65	8.56	1.0
West	83.78	77.95	14.46	13.56	0.31	0.31	0.21	0.20	44.2	52.4	9.50	10.39	3.9
ENSUS DIVISION:													
New England	$ 66.37	$ 71.01	$ *	$ *	0.34	0.39	0.27	0.29	46.3	49.5	$ *	$ *	*
Middle Atlantic	80.35	76.28	19.87	19.61	0.27	0.26	0.19	0.19	46.8	46.2	12.48	12.72	0.3
South Atlantic	56.63	56.62	13.83	13.38	0.32	0.32	0.21	0.21	47.7	47.4	9.06	8.87	-0.3
East North Central	79.78	74.55	11.93	11.20	0.35	0.34	0.24	0.30	40.3	39.3	6.36	5.92	-3.0
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	60.53	60.14	11.74	11.91	0.33	0.32	0.20	0.22	44.2	44.4	6.70	6.71	2.6
West South Central	42.66	40.33	11.64	11.34	0.34	0.34	0.23	0.21	42.6	45.6	7.33	7.53	5.4
Pacific	83.78	77.95	14.46	13.56	0.31	0.31	0.21	0.20	44.2	52.4	9.50	10.39	3.9
FFILIATION:													
Chain	$ 59.58	$ 57.51	$ 14.24	$ 13.53	0.30	0.30	0.20	0.20	45.3	45.8	$ 9.16	$ 9.01	-1.7
Independent	97.98	97.53	17.02	18.01	0.32	0.32	0.24	0.24	48.1	48.2	11.11	12.38	13.7
OCATION:													
Center City	$ 69.42	$ 67.56	$ 16.36	$ 16.21	0.29	0.28	0.20	0.21	49.0	48.8	$ 11.56	$ 11.72	-0.5
Suburban	67.03	65.19	13.05	11.80	0.33	0.34	0.23	0.21	39.2	39.6	7.23	6.71	-2.1
Airport	48.40	44.95	13.47	12.97	0.31	0.31	0.20	0.20	39.7	43.4	8.27	8.33	1.4
Highway	46.13	48.21	10.78	10.42	0.33	0.32	0.24	0.22	45.9	40.5	5.93	5.25	2.3
Resort	75.61	71.85	15.04	14.56	0.32	0.34	0.21	0.22	44.9	46.0	8.37	8.70	5.7
IZE:													
Under 150 Rooms	$ 66.22	$ 64.66	$ 12.42	$ 11.47	0.39	0.41	0.29	0.29	39.7	38.5	$ 7.15	$ 6.97	-4.1
150 - 299 Rooms	60.21	59.92	13.49	13.47	0.33	0.32	0.23	0.24	42.3	43.5	8.29	8.46	0.3
300 - 600 Rooms	69.38	65.30	15.46	14.41	0.32	0.32	0.22	0.21	44.4	47.2	9.65	9.53	2.7
Over 600 Rooms	66.65	65.04	15.25	15.19	0.27	0.27	0.19	0.19	49.3	47.5	10.32	10.45	0.4
YPE:													
Hotel	$ 71.39	$ 68.98	$ 15.63	$ 15.24	.0.30	0.30	0.21	0.21	46.3	46.7	$ 10.12	$ 10.16	1.6
Motor Hotel	36.44	36.56	8.86	8.46	0.34	0.37	0.22	0.23	40.9	40.3	5.05	5.13	-0.7
Economy	17.59	16.06	*	*	*	*	*	*	*	*	*	*	*
All Suites	61.03	53.62	17.71	14.22	0.35	0.33	0.28	0.23	43.0	49.4	10.50	9.83	-11.6

* Insufficient Response

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF DECEMBER 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 45.15	$ 44.03	$ 12.54	$ 12.10	0.31	0.31	0.21	0.21	48.4	48.2	$ 8.38	$ 8.13	1.1
ENSUS REGION:													
Northeast	$ 52.00	$ 49.84	$ 16.39	$ 15.96	0.28	0.28	0.20	0.20	53.5	52.1	$ 11.90	$ 11.37	-1.6
North Central	44.64	43.51	9.92	9.54	0.33	0.33	0.23	0.24	42.8	43.0	5.61	5.42	-1.1
South	40.40	39.73	11.98	11.50	0.32	0.32	0.21	0.21	45.9	46.3	7.61	7.43	1.6
West	50.48	48.89	11.64	11.12	0.31	0.33	0.23	0.23	51.4	52.1	7.31	7.12	4.2
ENSUS DIVISION:													
New England	$ 49.22	$ 46.88	$ 11.98	$ 11.66	0.33	0.34	0.23	0.24	53.4	52.6	$ 9.13	$ 9.11	-1.8
Middle Atlantic	52.32	50.18	16.95	16.50	0.28	0.28	0.20	0.19	53.5	52.0	12.24	11.64	-1.5
South Atlantic	44.36	44.09	12.77	12.24	0.31	0.32	0.21	0.21	45.8	46.1	8.04	7.79	0.8
East North Central	42.89	42.10	9.63	9.18	0.33	0.34	0.24	0.25	42.7	42.8	5.58	5.33	-3.5
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	48.26	46.45	10.42	10.18	0.31	0.31	0.21	0.22	43.0	43.4	5.66	5.59	3.3
West South Central	29.83	28.49	9.49	9.12	0.33	0.33	0.21	0.21	45.9	47.3	6.17	6.22	4.5
Mountain	30.09	32.74	8.88	9.07	0.33	0.33	0.25	0.24	48.3	45.7	5.42	5.23	-0.2
Pacific	52.98	50.87	11.84	11.28	0.31	0.32	0.23	0.22	52.1	53.9	7.83	7.67	4.5
FFILIATION:													
Chain	$ 40.12	$ 39.27	$ 12.32	$ 11.88	0.30	0.31	0.21	0.21	48.9	48.4	$ 8.36	$ 8.07	0.6
Independent	70.16	68.22	13.41	12.97	0.32	0.33	0.23	0.23	46.5	47.5	8.49	8.42	3.1
OCATION:													
Center City	$ 45.36	$ 43.80	$ 14.47	$ 14.06	0.28	0.29	0.20	0.21	53.6	53.0	$ 10.96	$ 10.63	0.3
Suburban	39.02	38.96	10.05	9.75	0.33	0.34	0.23	0.23	44.4	43.9	6.06	5.90	1.8
Airport	33.94	33.78	10.47	10.33	0.32	0.33	0.21	0.21	45.7	45.7	6.27	6.16	-
Highway	34.14	34.35	9.43	8.85	0.32	0.33	0.23	0.23	39.5	39.5	4.95	4.58	-0.1
Resort	61.52	59.43	13.53	12.84	0.32	0.33	0.22	0.21	43.4	43.9	7.76	7.55	2.7
IZE:													
Under 150 Rooms	$ 48.00	$ 46.19	$ 9.41	$ 8.75	0.36	0.37	0.26	0.27	44.2	43.2	$ 5.29	$ 4.84	-4.0
150 - 299 Rooms	38.87	37.97	10.29	9.91	0.33	0.34	0.23	0.24	46.3	46.4	6.64	6.41	0.8
300 - 600 Rooms	45.90	44.86	12.65	12.25	0.31	0.32	0.22	0.22	46.4	46.8	7.87	7.81	2.7
Over 600 Rooms	49.18	47.83	15.20	14.75	0.28	0.28	0.19	0.19	51.7	51.0	10.98	10.55	0.6
YPE:													
Hotel	$ 49.64	$ 48.33	$ 13.40	$ 12.94	0.30	0.31	0.21	0.21	49.3	49.2	$ 9.14	$ 8.87	1.2
Motor Hotel	26.68	26.15	7.63	7.28	0.35	0.35	0.23	0.22	41.2	40.5	4.22	4.06	0.6
Economy	9.07	8.68	*	*	*	*	*	*	*	*	*	*	*
All Suites	45.39	44.76	14.93	14.26	0.32	0.33	0.24	0.25	43.5	43.6	8.58	8.26	-1.3

* Insufficient Response
- No Change

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